

AMERICAN NURSERYMAN

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1920

AMERICAN NURSERYMAN

The National Journal Of Commercial Horticulture
Chief Exponent Of The American Nursery Trade



Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Monthly by the American Fruits Publishing Company, Inc.



Vol. XXXII

ROCHESTER, N. Y., JULY, 1920

No. 1

Painesville Nurseries



The Storrs & Harrison Company

Established
1854

NURSERYMEN FLORISTS SEEDSMEN
PAINESVILLE, OHIO.

45 Greenhouses
1200 Acres

W. Storrs & Harrison

101 ELYSWA RD. PAINESVILLE, OHIO.

A Complete Variety List

—OF—

**ORNAMENTALS, FRUITS, EVERGREENS
ROSES**

CLEMATIS and HERBACEOUS PLANTS

FOR

**NURSERYMEN ORCHARDISTS
DEALERS GARDENERS
LANDSCAPE ARCHITECTS**

Lowest Prices Consistent With Quality

Our office and nurseries are situated on
the Rochester and Eastern R. R. only
one and one-half hours from Rochester.

W. & T. SMITH COMPANY

THE GENEVA NURSERY

1000 Acres GENEVA, N. Y. 73 Years

We are subscribers to the Nurserymen's
Market Development Fund.

A Complete Variety O F Nursery Stock

6000 Norway and American Elm,

fine stock in car lots or less.

C. M. HOBBS & SONS

BRIDGEPORT,

IND.

The Willadean Nurseries

OFFER A VERY COMPLETE LIST OF
Ornamental Trees, Shrubs, Ever-
greens, Vines and Herbaceous Plants
A LIMITED STOCK OF
FOREST TREE SEEDLINGS

and would advise placing orders early for seedlings. Forest
Tree Seeds in limited supply. Prices quoted on application.
Trade List ready.

THE DONALDSON CO.

Sparta, Kentucky

The Monroe Nursery

Established 1847

Offers a fine stock of

**Cuthbert Raspberries
Spirea Van Houtte
Other Ornamental Shrubs**

Will be pleased to quote on your list of wants

I. E. ILGENFRITZ' SONS CO.

MONROE, MICH.

We are subscribers to the Nurserymen's
Market Development Fund.

Princeton Products

are

Ornamental

Trees, Shrubs and Evergreens of high
grade for the wholesale trade

Princeton Nurseries

Princeton in New Jersey

July first

1920

SURPLUS

California Privet, 3 to 4, 4 to 5 and 5 to 6 ft.
Hemlock Spruces in sizes 3 to 6 ft.

Oriental Planes English Beech
Lombardy Poplars American,
European and Silver Lindens, Pin Oaks,
Red Oaks, White Dogwoods, Salisburias,
Norway, Silver, Sycamore and Sugar Maples.

We have a quantity of large Shrubbery and a good
assortment of Shade Trees, in large sizes from
3 to 6 inch caliper.

THE BAKESTRAW-PYLE CO., Kennett Square, Pa.

Hill's Evergreens

We are booking orders for Fall 1920 and Spring 1921 delivery. Advance trade list of choice young Evergreens for lining out is on the press, and will be ready for mailing soon. The demand has been heavy the last few weeks on lining out stock for the next season's delivery, and some items are already selling close.

Send for trade list and let us quote your needs now. A complete assortment of young Evergreens in choice, rare and scarce varieties, also deciduous trees and shrubs for lining out is at your command.

P. S.—In this way we want to thank every nurseryman who called on us during the Convention. You will always find a cordial welcome at Dundee. Come at any time.

The D. Hill Nursery Co., Inc.

Evergreen Specialists—Largest Growers in America.

Box 402

DUNDEE, ILLINOIS

"More trees can be sold and planted advantageously than all of us can grow. It is under-selling, not over-production that is our problem."—O. JOE HOWARD, Secretary-Treasurer J. Van LINDLEY NURSERY CO., Pomona, N. C.



HEADQUARTERS FOR New Fruits of Real Merit

"Erskine Park" the new everbearing red raspberry, also Royal Purple, Empire, Idaho and Plum Farmer raspberries. "Neverfail" the new everbearing strawberry, "Oswego" apple, the prettiest apple in the world. Nurserymen should get in on these new fruits while the getting is good.

ADDRESS

L. J. FARMER
PULASKI, N. Y.

PEACH PITS

All old Pits are cleaned up. Those who want early shipment 1920 crop would do well to get order placed without delay. Send it in mail, or be sure to have it ready for us at the June Convention at Chicago. While there is evidence of a fair crop, it must be remembered that nearly every one must get their supply from the coming crop.

—THE—
Howard-Hickory Co..
O. JOE HOWARD, Sec.-Treas.
HICKORY, N. C.

105 Years in the Nursery Business

GENERAL STOCK—Our propagation includes apple, peach, pear, plum, cherry, apricot, quince, grape vines, all small fruits, shade trees, shrubs, climbers, roses, garden roots, etc.

• • • S P E C I A L • • • A Big Stock of Quality Shrubs

Everything is grown in large quantities. Our grades are dependable and we are generally prepared to quote to nurserymen nearly everything we offer to the retail trade, and prices are always in line with those of other reputable growers.

We will be glad to have a list of your requirements for the coming season. Doubtless there are some things that you can use that we have in surplus. Can also ship from our branch plants: Marionville, Mo.; Farmington, Ark.; Dansville, N. Y.; North Girard, Pa.; and Vincennes, Ind.

STARK BROS.
Nurseries and Orchards Co.,
LOUISIANA, MO.

Nursery For Sale

100 Acres Very Choice Nursery Land

14 Miles West of Portland, near Paved Highway.

60 Acres in Grain and Hay

40 Acres in Nursery Stock

ESTIMATED AS FOLLOWS:

Seedlings planted this Spring ready for budding this summer:
150,000 Peach 20,000 Pear
20,000 Cherry 20,000 Myrobalan
20,000 Apple

Seedlings from seed, estimated:
250,000 Apple 500,000 Pear
250,000 Cherry
50,000 Privet Cuttings

10,000 Carolina Poplar cuttings.

15 Acres Strawberries, ten best varieties, planted spring of 1920, from which to raise plants.

(If any orders for Seedlings are booked before sale is made, they will be turned over to the buyer).

Price, including land, \$100,000.00; or I will sell the Nursery Stock as it stands and include a two years lease of the one hundred acres of land for \$60,000.00. Terms cash.

JOHN HOLMASHAN,
Beaverton, Oregon

DIRECTORY OF AMERICAN PLANT PROPAGATORS

Complete Stock of
YOUNG EVERGREENS
 ALSO
 Trees, Shrubs and Vines
 for lining out
 Write for Wholesale Price List.

THE D. HILL NURSERY CO., Inc.
 Evergreen Specialists, Dundee, Illinois.
 Largest Growers in America. Box 402

GET NEXT
★ STAR ROSES
 Oak Brand Shrubs
 American Pedigree Cannas
 The CONARD ★ WEST GROVE,
 & JONES CO. Dundee, U.S.A.
 ROBERT PYLE, Pres. A. WINTZER, V-Pres

MY SPECIALTY IS
 Moore's Early Grape Vines
 and Concord

I plan to produce a superior quality during the coming year. Due announcement will be made when stock is ready.

Fifty Years a Nurseryman
 CHARLES M. PETERS, Salisbury, Md.

EVERGREENS

SEEDLINGS and TRANSPLANTS
 FOR LINING OUT

WRITE FOR OUR PRICE LIST

THE NORTH-EASTERN FORESTRY CO.
 "WE GROW OUR OWN TREES."

CHESHIRE, CONN.

North Carolina Peach Pits

We are accepting orders for
 Fall Shipments

J. Van Lindley Nursery Co.,
 POMONA, N. C.

ESTABLISHED 1866
Naperville Nurseries
 Growers of
 TREES EVERGREENS
 SHRUBS PERENNIALS, Etc.
 LINING OUT STOCK

NAPERVILLE, ILL.
 TELEPHONE, NAPERVILLE NO. 1.

SHRUBS -- TREES

A General Line of Ornamentals.

YOUNG STOCK—For Nursery Planting

We were among the first to produce our own goods. We are making young plants for others—why not for you?

Grown Right—Dug Right—Packed Right

AURORA NURSERIES
 AURORA, ILL.

Lining Out Stock for the Trade

Shrubbery, Tree Seedlings, Evergreens,
 Small Fruits, Ornamental Vines, Etc.

Seedlings, Transplants, Layers & Cuttings

Some of the items we specialize in are
 Hydrangeas, Snowballs, Irish Junipers, Norway
 Spruce and native tree Seedlings

Send for our complete list of stock and prices.
 Mailed free to the trade on request.

J. JENKINS & SON,
 Wholesale Nurserymen
 WINONA, Columbiana County, OHIO.

WE GROW EVERGREEN SEEDLINGS

Evergreens from Cuttings Under Glass
 and Small Deciduous Stock
 for Lining Out

The Sherman Nursery Co.

E. M. SHERMAN, President
 CHARLES CITY, IOWA.

Apple Seedlings

Both American and French Grown, Straight or Branched Roots, all grades. Car load rates to Central points; East, West and South. ORDER NOW.

APPLE GRAFTS—Piece or Whole Roots.
 Long List of varieties.
 ASK FOR PRICES.

Also a general line of Nursery Stock. Address,

Shenandoah Nurseries

D. S. LAKE, Pres. Shenandoah, Page Co., Iowa.

ORNAMENTAL LINING OUT STOCK

There will be a shortage of lining out stock for the spring of 1920
 Place your orders early.

Onarga Nursery Company
 CULTRA BROS., Mgrs. Onarga, Illinois

Bobbink & Atkins

Complete collection of Choicest Evergreens.

Complete collection of Broad-leaved Evergreens, such as Rhododendrons, Azaleas, Hollies, etc.

Boxwood, Bay Trees, Euonymous, etc.
 Hardy Herbaceous Plants.
 Hybrid Tea Roses, Bush and Tree Form.
 Careful Inspection Invited.

Rutherford, NEW JERSEY

Are You On

to the fact that if the people of America are to have and enjoy choice trees, plants and bulbs, YOU and the rest of us will have to produce them? For as sure as you are alive "Quarantine 37" is a fact. We are strictly wholesale growers of Lining Out Stock for Nurserymen and Florists. We have good stocks. Get our trade list at once.

ATLANTIC NURSERY CO., Berlin, Maryland, U.S.A.

WANTED: Tree Seeds of all kinds

Little Tree Farms

AT FRAMINGHAM, MASS.

Millions of Evergreens and Deciduous trees.
 Complete in grades and sizes.

WRITE FOR PRICE LIST

Firs, Junipers, Arborvitae, Pines, Spruces,
 Maples, Ash, Oaks, Lindens, Elms, Etc.

AMERICAN FORESTRY CO.
 18 Beacon Street, BOSTON, MASS.

Twice-a-month

Nursery Trade Publicity

On the 1st and the 15th

AMERICAN NURSERYMAN NURSERY TRADE BULLETIN

WE SUGGEST RESERVATION OF ADVERTISING SPACE NOW
 FOR THE COMING ACTIVE MONTHS

In The American Nurseryman

Every Advertisement is repeated in the AMERICAN NURSERY TRADE BULLETIN, thus covering the Trade. See Schedule of Information on other page of this issue. Ought your two-inch card to be standing regularly in the "Directory of American Plant Propagators," as on this page. \$5.00 per mo. for 2-inch space under yearly term.

AMERICAN FRUITS PUBLISHING COMPANY, Inc., 39 State St., Rochester, N. Y.

Chief Exponent of the
 American Nursery Trade

AMERICAN NURSERYMAN—July, 1920

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Agriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

ADVERTISING—Advertising forms close on the 25th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the enroute operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$2.00 a year; to Canada or abroad for \$2.50 a year. Add ten cents unless bank draft, postal or express money order is used. Three years \$5.00, in U. S.

RALPH T. OLcott
Editor Manager

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammeled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

39 State Street,
Rochester, N. Y.

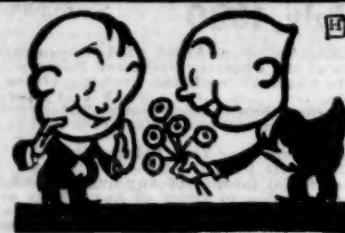
AMERICAN FRUITS PUBLISHING COMPANY, INC.

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THE
PREFERRED
STOCKTHE
PREFERRED
STOCK

APPRECIATION

Our sincerest thanks are offered to our many good friends in the trade for the generous amount of business given us during the season just past. It has exceeded our utmost expectations and has been deeply appreciated.

For 1920-1921 we shall have usual, or somewhat increased, supplies in all our special lines. Write us about your needs in—

Roses	Clematis	Amelanchier
Flowering Shrubs	Ornamental Trees	
Paeonias	Perennials	Conifers
Fruit Trees		Small Fruits

Write us also about those scarce, hard-to-locate articles. If we haven't them ourselves maybe we can "put you next" to them. We gladly will if we can.

Please use printed stationery, or enclose business card. We quote to "the trade" only.

Jackson & Perkins Company,

NEWARK, NEW YORK

THE
PREFERRED
STOCKTHE
PREFERRED
STOCK

"MIDLAND" NURSERIES

PARMENTIER & VAN NOPPEN
NAARDEN—HOLLAND

Member "Holland Plant Exporters' Association."

We specially grow:

FRUIT TREES and ROSES STOCKS. DWARF and STANDARD ROSES on CANINA.

FRUIT TREES

For Prices and Quantums apply to us

REGISTERED CABLE ADDRESS: "MIDLAND," NAARDEN

W. T. HOOD & CO. Old Dominion Nurseries

RICHMOND, VIRGINIA.

To a practical Nurseryman, who is capable of taking entire charge of the propagation and growing of a General Line of Nursery stock for retail trade, we will sell an interest in this business.

We want for early Fall, 1920, Apples, Cherry, Pears, Plums, Evergreens, Shrubbery, Grapes, and Small Fruits.

Quote us on any of the above items what you can do.

OUR SURPLUS LIST

King Red Raspberries
St. Regis Raspberries
Cumberland Raspberries
Everbearing Strawberries
Ailanthus 2-3 ft. and 3-4 ft.
Cornus Florida 3-4 ft. and 4-5 ft.
Forysthia Ass'd 2-3 ft. and 3-4 ft.
Lilacs, named, 2-3 ft. and 3-4 ft.
Snowberry, White, 2-3 ft. and 3-4 ft.

Spirea Van Hout ell 12-18 in.
Spirea Van Houtell 18-24 in.
Spirea Van Houtell 2-3 ft.
Syringa Coronarius 3-4 ft. and 4-5 ft.
Snowball 3-4 ft.
H. P. Roses
Climbing Roses

Shrubs and Shade Trees In Carload Lots

We would be pleased to quote you on your Want List.

ONARGA NURSERY COMPANY CULTRA BROS., Mgrs.

ONARGA, ILLINOIS

Yellow Pine Box Material

Your boxing material may now be purchased on a very favorable basis as compared with the past spring. Yellow Pine prices have gone through quite a readjustment.

We specialize in bone dry resawn stock 7-16 in. thick by 6 in. and wider; in lengths from 8 feet up, bundled and tied. Car lots only.

Write or wire us for delivered price.

THE DIMENSION CO.

LOCKHART,

Alabama.

Completely Covering The Nursery Trade

A Real Trade Journal Read From Coast To Coast and Highly Indorsed by Leaders Everywhere Is
The American Nurseryman
Rochester, N. Y.



USINESS announcements in this Chief Exponent of the American Nursery Trade reach every nurseryman cultivating ten acres or more in every State in the Union. The only publication of the kind. Loyal to the best interests of the trade and leader in movements which have characterized trade progress for a quarter of a century! Absolutely independent.

BRISTLING WITH TRADE NEWS
AN EDITORIAL POLICY OF NOTE
ADVERTISEMENTS FACE READING
ALL ADVERTISEMENTS CLASSIFIED
A TRADE JOURNAL THAT IS READ
SPECIAL FEATURES IN EVERY ISSUE

Advertising: \$2.00 Inch. Subscription: \$2.00 Per Year.
AMERICAN FRUITS PUBLISHING CO.,
Box 124, Rochester, N.Y.

The American Association In Annual Session

Members On Hand Several Days Ahead, Unbossed, Uninstructed and Undaunted--The Officers Without a Formal Program Produced Proceedings Which For Volume and Punch and Definite Progress Exceeded Those of Any A.A.N. Convention--Legislative Platform An Outstanding Feature--Publicity and the Trade Mark Indorsed--Also Vigilance Committee Work--Schedule of Dues Revised--Major Stark Elected President--Chicago Next Year.

THE American Association of Nurserymen sailed into port at 2 p. m., June 25th at Chicago beach after its forty-fifth voyage, passing safely into haven after quite a storm just outside the harbor. Captain Moon was at the wheel where he had a long and anxious vigil, sharing with Chief Engineer Watson this work throughout the trip. On the bridge in an advisory capacity were Major Stark, Colonels Wyman, Kerr and Sherman and Lieutenant Wiggins. Down on the hurricane deck, stripped for action, were Cashman, Griesa, Borst, Griesemer and others strenuously at work under command of J. R. Mayhew whose stentorian

voice shouting, "Get Together" to the somewhat inexperienced crew, was heard throughout the storm. There was much talk of feeling electrical currents but Rear Admiral Roeding, not retired, reassured all by counseling co-operation rather than shoulder blows and by continually smiling benignly. A wireless message to a legal firm brought some relief. Long Joe Howard and Paul Revere Lindley handled recalcitrants in the forecastle, while Bob Pyle in the absence of Purser Hill made strenuous efforts to enforce the regulations. The pilots picked up in good season, Moseessohn, Donnelly and Tuthill had their hands full

but did effective work. Second Mate Hollinger watched the compass closely, reporting at one stage that the needle had jumped the track. Dayton and the Pitkins were in an inquiring mood and needed constant reassurance that the harbor would be made. The presence aboard of three professional men from the Department of Agriculture had a soothing effect by reason of the strength of the counter attraction. Ordinarily these men cause agitation. P. S. Lovejoy, a foreign representative, present for observation only, was passive. As the anchor dropped, Colonel Wyman expressed the feelings of all.

The Start

At the opening session President Moon read a letter from Treasurer J. W. Hill stating his inability to be present on account of an important meeting in his state. The president made his annual address which is presented in this issue. The report of the executive committee was read by Vice-President Lloyd C. Stark.

David S. Moseessohn, organizer of the Dress Manufacturers' Association outlined the history of that organization by way of encouragement for the A. A. N. Sixteen months ago the dress manufacturers of the country, doing a business of \$880,000,000 annually, had no organization and were subjected to all the annoyances of price-cutting, suspicion and other evils resulting from utter lack of co-operation. Now all that has ceased and co-operation is in force to such an extent that no dress manufacturer in the national association will refuse to show his books to a fellow member or to submit to him a list of his customers. All is harmony and consequent greatly increased prosperity. Members of this association are delighted with results. Mr. Moseessohn complimented the A. A. N. upon its organization features and results already achieved. He urged the application to an even greater degree of business methods, of observance of all that the declaration of policy implied and of provision of an adequate fund for the accomplishment of the great work undertaken.

The report of Executive Secretary John Watson was read by him. Upon motion of J. R. Mayhew the report was accepted, with thanks for the secretary's work, and it was directed that the report be published in full in the official report. "Mr. Watson has raised the point of determining the matters of dues and finances, and as it is a most important thing to be settled, I suggest that it be not deferred until the last day," said Mr. Mayhew.

President Moon: "The subject will be considered the first thing at the afternoon

ACCOMPLISHMENTS AT THE 1920 CONVENTION

1. Outline of activities for the immediate future, by President Moon in his masterly address.
2. Platform for legislative requirements, one of the most forceful and comprehensive documents ever presented to the Association.
3. Indorsement of Publicity work for Market Development and provision for continuance.
4. Indorsement of the Trade Mark, with definition of liability under it and continuation of Vigilance Committee enforcement of Article 9 of the Constitution.
5. Revision of Schedule of Membership Dues to make it a practical working instrument, satisfactory by a vote of 93 to 6, and providing an estimated revenue of \$35,000.
6. Rescinding 1919 Convention action on the Policy paragraph and provision for endeavoring to bring its wording strictly within the law.
7. Proposal to incorporate the Association.
8. Movement for the establishment of a Division or Bureau of Nursery Service as a branch of the U. S. Department of Agriculture.
9. Progress in matter of establishing College Courses for Nurserymen and receipt of invitations from Cornell University and the University of Illinois to send a Committee of Nurserymen to those institutions to confer further in the matter.
10. Working arrangements with Landscape Architects.
11. Marked progress in establishing a Code of Nomenclature and movement to define Trade Terms.
12. Report of practical results in Transportation matters.
13. Continuance of personnel in offices of Executive Secretary and Traffic Manager.

session today. I had thought that it might be presented by the executive committee in connection with the reports by the legislative and Market Development committees.

At the afternoon session of Wednesday, Mr. Wiggins, of Washington, moved that the suggestions in the president's address and those by committees be referred to a special committee to report at a later session. Seconded by Orlando Harrison.

Mr. Griesa, of Kansas, speaking on the subject which had been made the special topic of the hour, asked why certain members had not paid their Association dues and why they insisted upon recognition as members in good standing if they were not going to stand by the action of the Association a year ago.

President Moon: "There arose during the year some dissatisfaction regarding dues and it was for this reason that the executive committee had issued its pronouncement as to the status of those who had paid dues at the last meeting. In accordance with the action of the committee those who paid dues last year were entitled to participate in this meeting's proceedings up to the close of the present administration."

Replying to a remark by Robert Pyle, William Pitkin said that if there was any question as to his right to participate in the proceedings of this convention he would like to have the matter determined; but he did not want to vote on the question of his own status. "Let those who have paid dues since I have settled this matter," he said.

J. R. Mayhew: "I regret the introduction by Mr. Pitkin of a resolution on this subject. Nothing was further from my mind than to raise it. I wish the resolution might be withdrawn it being understood that we are proceeding under the ruling of the executive committee, and let us proceed with business of far greater importance."

Mr. Pitkin: "I do not want to throw a monkey wrench into the machinery. I have heard the question raised as to the right of certain members to attend this convention and to participate in its proceedings. Even if the subject had not been brought up and if a vote were taken upon some important matter on which those members voted, a question as to the validity of the voting might afterward be raised. If it is the sentiment of the Association that the ruling of the executive committee is sustained I'll withdraw my resolution."

It was moved that the ruling of the executive committee be adopted.

President Moon: "It is difficult to say just what funds recently received by the secretary are for dues and what are for other items, at this moment, and as the resolution has now been withdrawn let us proceed with the business in hand."

Mr. Pyle remarked that in his opinion it appeared to be a case of representation without taxation.

Mr. Mayhew: "I want to talk in regard to a condition unparalleled in the history of the Association. I have no disposition to start something. I am for harmony and peace. If there is any difference in understanding of the matter of dues, I want to have it settled so we can go forward. It matters not what I think of the ruling of the executive committee; I accept it. I want to consider facts before us. In 1919 this Association adopted a schedule of dues and the seeming unanimity appeared to guarantee success. It was understood then that some had other views, but the schedule was adopted and we all went home feeling that real progress had been made. It seems that during the year there was a feeling among some of the members that we had been going too fast. This is a condition we have never had before. Whatever we do in Association matters we do not go far before we run into dollars and cents. Therefore, unless some schedule is adopted and we are all on the same basis, our treasury being depleted, we cannot proceed. What we decided upon in 1919 was little enough. Yet, let the majority rule. If you want to go back to the old schedule, all right; but I think it is suicidal. I read last night an article in the *Country Gentleman* an article on the Nursery Industry which is worth a great deal to that industry. I would regret exceedingly to see in a succeeding issue an article stating that we had retraced our progress. There has been no time when I have not been ready to sacrifice on many counts that did not affect right and justice. I hope we can adopt a policy we can stay hatched to, so that we may know what we can do with confidence. Personally I feel that Nursery interests today are in better repute than ever. While the schedule adopted in 1919 is as little as we can do with, the majority must rule. I am willing to enter into any compromise which is thought best. Let us lay our cards on the table face up and proceed."

Mr. Griesa: "I want to indorse every word that has been said. It is no more than due the A. A. N. that members withholding payment of dues tell why they do so."

Mr. Sherman: "This subject has been in the hands of the executive committee to report tomorrow. It seems to me it is better that the subject should be discussed before the committee than in this open meeting."

J. H. Dayton: "It seems to me the question you are trying to settle settles nothing. Our company did not send a check for dues, not because the amount would have been \$1000; we would not have sent our check if the amount had been only \$10. It is a question of policy, Market Development matters, etc., with us."

President Moon said Mr. Dayton's remarks emphasized the suggestion he had made that the subject be discussed after presentation of the committee reports. Mr. Griesemer moved that the reports be heard. Mr. Pyle moved (seconded by Mr. Nelson) that for the next year only those who paid dues prior to the meeting should have a voice in that meeting. He said he had check in his pocket (producing it) ready to fill out and as soon as he knew the amount to fill in. He urged a spirit of give and take.

Mr. Pitkin: "I am heartily in sympathy with what Mr. Pyle has in mind, and if he would change his motion somewhat I would be glad to support it. I think there should be a change in the constitution covering the matter. As it is now some pay before, some after the meeting."

Mr. Dayton: "I've been attending the conventions of this Association for thirty years. In accordance with custom I paid my dues at the opening of the present administration and I say I am a member until the close of this administration on Friday afternoon of this week."

It was declared by a member that Mr. Dayton was exactly right and a motion to table the motion before the house was unanimously carried.

Legislation

Charles H. Perkins, 2nd, presented the report of the committee on legislation, the

work of which, he said, had been handled largely from the secretary's office; ideas originated there and in the committee and with the president. The report of the committee embodied the schedule on legislation proposed by President Moon a draft of which was sent out to the members in advance of the convention. This is regarded as one of the most important documents presented for the consideration of the A. A. N. in years. It is in line with recent arguments that the Association should seek to guide legislation rather than to take always an offensive attitude. The program as adopted by the Association, after discussion and amendments, as a rule for united action is presented in full in this issue. Mr. Pitkin suggested that the explanatory matter connected with Article IV might well be made a part of the article itself. This was done. George Roeding, of California, thought the policy expressed in Article VI was a dangerous one to adopt. He doubted the advisability of placing a time limit on a quarantine. President Moon explained that provision is made for a rehearing.

Mr. Roeding—"Then you regard the public as more capable of judging than are the men who have given a life study to the subject. I believe the general tone of our action should be to work with the authorities rather than to antagonize them."

Mr. Pitkin thought there was no reflection in the proposed article on the work of the officials. Mr. Wiggins, of Washington, suggested that an annual hearing be provided for. This was accepted.

Article X, XI, and XII of the schedule as sent out by President Moon, were not passed upon by the executive committee. They were stricken out of the committee's report and did not come before the convention. Mr. Foulkes asked why there was no discussion of those three articles relating to Quarantine 37. President Moon said that the convention was discussing the executive committee's report. As that report contained no mention of Articles X, XI and XII, the latter were not formally before the convention. He remarked that the convention was at liberty to take them up and act upon them.

The silence which followed was broken only by E. M. Sherman, who moved the adoption of the executive committee's report. This was seconded by J. A. Young and the motion was unanimously adopted.

After that part of the proceedings had been disposed of, Mr. Roeding said: "If any objection were made to the recommendations as adopted, I would view them as dictatorial. I suggest the advisability of a position of co-operation. The recommendations made appear to be in a spirit indicating that you are going to enforce the ideas you entertain."

"There are many regulations in laws which are detrimental to Nurserymen. Of that there is no question, but we've found in California that when we evince a desire to co-operate we secure better results. I'm known as a fighter in my state against legislation controlling pests. But my experience is that more progress is made if the Nurserymen do not place themselves in a position of opposing what the fruit growers and horticulturists generally want; the latter are much more numerous than are the Nurserymen. We should not set ourselves up against other and more important interests when we can just as well and much better co-operate. Nurserymen ought to remain the leaders in Horticulture, but they are not going to remain leaders by demanding things others do not want. You cannot afford to have the opposition of agriculturists, for instance. We in California have tried both ways. We have learned it must be co-operation. You cannot wisely put yourselves in the position of dictating to the United States authorities and to the fruit growers of the country."

President Moon—"I agree with Mr. Roeding and my sentiment is expressed in the last paragraph of the preamble of the schedule as sent out."

Jno. S. Kerr, Texas, expressed the opinion that in view of the fact that often the government representatives do not know as much as do many of the Nurserymen, and admit the fact by asking Nurserymen's advice the Nurserymen are in good order when asserting their rights. "Nurserymen," he said, "are the fathers of Horticulture. Not every man who goes to Cornell Univer-

sity comes out an expert. I believe the A. A. N. is doing well and meeting the issue squarely."

Before the roll call on Mr. Sherman's motion, seconded by Mr. Young, Mr. Cashman asked: "Is it thoroughly understood that sections X, XI and XII were stricken out of the original draft of the schedule; that they were not in the executive committee's report and that they are not being voted upon?"

President Moon—"Yes; that is correct. The executive committee felt that as many members of this Association are not in accord with the sentiment of those sections they would make no report on them."

Arbitration

The report of the arbitration committee was presented by Mr. Marshall. It showed adjustment by majority vote of four claims involving a total of less than \$300. There are three more cases but as only one side had been presented in each of these, report was necessary deferred. The report was accepted.

Classification

Chairman Sizemore of the committee on classification presented his report.

President Moon appointed as a committee on the president's address and other pending matters, George C. Roeding, James M. Pitkin, W. M. Wyman.

The Slogan

Reuben H. Donnelly, manager of telephone directory advertising and prominent as president of the Associated Advertising Clubs of the World when President E. T. Meredith was called to Washington as Secretary of Agriculture, made one of the most effective speeches of the convention. He showed that not many years ago Nurserymen and the advertising men were in the same category in that both lacked the full confidence of the public. Now both have determined to raise the standard, to establish rules of the game; both have vigilance committees to carry out this intention. Both are cleaning house, lest some one else should do it for them.

"In the convention in Baltimore in 1913," said Mr. Donnelly, "some one propounded the question 'What is the matter with advertising? Why does it not pull?' A committee appointed found the trouble was that there was not reader confidence. Hence the slogan: 'Truth in Advertising.' Now advertising is on a much higher plane. We have shown that honesty is the only policy. Aside from the ethical feature (which is big) we could not from a cash drawer standpoint afford to adopt any other policy. Results are marked. There are fewer and fewer bad actors every year. The work has been accomplished by suggestion, by publicity and by prosecution. If a mistake has been made in a matter of advertising we accomplish correction by suggestion. A big dry goods concern advertised 'French convent lace' which was really Philippine lace. The store proprietor upon being advised by our association, promptly corrected the wording and said to us, 'You thought you had me up on the carpet. I want to tell you that your action has been worth thousands of dollars to us. Customers who would have found out the brand when visiting other stores would never have trusted us again.' In the case of a concern we adopted publicity, through bulletins warning the public; and now we are assisting that concern in its own prosecutions. When necessary, we prosecute. In one case of fraudulent advertising matter our action was so prompt and so widespread that although full page copy was sent by the concern to fifty-two papers all over the country not a line of that advertising appeared! We convicted the advertiser. We are doing for business what it cannot do for itself. We have nothing to sell; we are independent. It strikes me that you Nurserymen are in a very peculiar position. I cannot see how you can afford to be anything but absolutely honest. You can put over a sale of trees which are not what are wanted and get away with it due to the element of time required to disclose the fraud. For this reason your Trade Mark is an inspiration. Effectively used, that slogan will cause purchasers in time to think of your Association when they think of purchasing Nursery stock. As you live up to that slogan, so will depend the success of your industry. Every good Nurseryman in the country will have to use that Trade Mark."

Mr. Doanelly illustrated wonderful results from co-operative advertising. He urged that the greatest care be taken to guard the slogan, both in and out of the organization. The crook must be nailed as fast as possible for one of them will do more harm than can be offset by great effort. The Trade Mark lived up to should eventually enable Nurserymen to lay down products to the customer at a cheaper price, because of a bigger demand. "Keep your practices clean. You cannot afford to slip here and there. You cannot insure your good will. If you send out a crooked deal once, you cannot undo the harm in a dozen years. Keep your eye on that slogan and you'll find it will pay in honor to the business. In pride to yourself, in cash drawer profits and in adding continuous value to your work."

President Moon—"We thank you for your inspiring address."

Mr. Donnelly—"I'm full of it. I could talk a long time."

President Moon—"We're getting full of it, too."

Express Shipment

E. H. Stevens, superintendent of claims of the American Railway Express Company, outlined the handicaps confronting the company in reconstruction times and especially the lack of sufficient railway cars. In the absence of express cars, freight cars have to be used—100 of these per day in Chicago territory. The shortage in express cars is 2000 per day over the country. He urged that Nurserymen limit the weight of a single package to 300 pounds in express shipments, in the interest of speedy despatch. A box weighing 1000 to 1400 pounds causes a hold-up somewhere along the line. Labor is short. If the one man or two available cannot well handle the package it is left over for another and another train.

Mr. Needham and Mr. Wyman expressed the opinion that the Association should co-operate heartily with the express company. A motion that express shipments be restricted to approximately 300 pounds was adopted by a close vote.

Market Development

The report of the Market Development committee was presented by O. Joe Howard, who said: "Are we on the verge of going forward, or—what? If the Association is not on a sound basis let us clean up; let us take a bath. If we do not, the state and federal authorities will turn the hose on us." Mr. Howard said that an opinion had been obtained from a law firm to the effect that the position of the Association in the matter of policy as printed on page VI of the Badge Book, is not sufficient to subject any member of the Association to liability. "That opinion ought to be good one," said Mr. Howard. "This fellow's opinion was C. O. D., and our committee walked back."

"The committee recommends that, while we do not believe any liability is involved in this matter of policy, the Association should be incorporated. We suggest that shares be fixed at \$25, and that the dues be in multiples of \$25; that upon request a member may have the privilege of voting the number of shares he holds. We have spent \$4500 to get our names in print. Results have been remarkable; but we should have had \$45,000—and then some. Listen, men and women: We've gotten the attention of some of the best writers in the world. The Country Gentleman has challenged us to do or die. Money will not buy advertising like that. Yet our measly \$4,500 got this for nothing! We'd like to recommend some action whereby a customer buying from a member of this Association shall be protected to the amount of his purchase price at least. This Association ought to have funds sufficient so that if the rascal will not make good, we will—and then expel the rascal. [Applause].

"If we have not the backbone to do something of this kind, we are losing time in talking about publicity at all; we must make good. We want to recommend that the dues of the Association be adjusted on a different basis. We came with fear and trembling and we have not quit trembling yet. I'm one of the little fellows who believe the big fellows should pay big money. The trouble is that no one wants to pay, but all want to eat. Now I'm long if I am little, you can laugh at me all you want to. I've been laughed at all my life. But I'm serious. We need to get together. Some who

are here know more about the nursery business than I do. Let's hear from them. I've felt the electricity around here. Whatever we do, let's get together, even if we have to make the dues three cents apiece. As to definite results achieved, the program for the future and publicity in general, I'm going to ask Mr. Tuthill of the Tuthill Ad Agency to address you."

Publicity—Guaranty

L. W. C. Tuthill of the Tuthill Ad Agency, New York City, which has handled the publicity features for the Association, explained in detail what has been done and graphically portrayed placement of the Association's advertising in the publications listed in recent issues of the *American Nurseryman*, by unfolding streamer after streamer upon which were pasted pages from these publications, each showing the four-inch, single column advertisement with the A. A. N. Trade Mark.

It was an object lesson which greatly interested all those present. This display and Mr. Tuthill's talk of results and of what could be expected from a larger appropriation caused expressions of amazement at what had been done with what Mr. Howard had called "a measly \$4,500 which ought to be \$45,000—and then some." Mr. Tuthill told his hearers that as one could only expect dents in a huge boulder from the blows of a hand hammer in the hands of many individuals, while a pile driver would accomplish something, so the accumulative effect of advertising through Association agency would produce results which individual advertising could not be expected to produce. The size of the results depends upon the power applied.

Chairman Howard, in reply to inquiries from the floor, said the committee felt that an annual income of at least \$35,000 is necessary for publicity work. He suggested that the executive committee give the subject of dues further consideration and report at a later session of this convention, in the spirit of getting together, so that with united action for a common purpose the future could take care of itself. President Moon cautioned the Association that the recommendations by the committee were vital and advised full discussion. V. D. Hill asked whether it was the purpose to incorporate the Association or simply the Market Development plan. President Moon replied that the plan was to incorporate the Association as a whole including all its activities for the purpose of conducting business, and remarked that former Counsel Smith had advised incorporation whenever the Association undertook the matter of buying space or supplies. He called upon E. S. Welch for expression of opinion. Mr. Welch replied that he did not believe he had given the subject sufficient attention to warrant discussion by him.

J. M. Pitkin, seconded by Mr. Howard, moved that the entire subject be laid on the table pending receipt of reports of all committees, discussion to proceed but voting to be deferred.

F. A. Wiggins, Toppenish, Wash.—"I'm from the West. Let's get the electricity out of our systems. We seem to be holding something back. This line of advertisements stretched before us visualizes what the committee has done with a very limited amount of money. It has produced publicity which we could not buy. We have certainly started something. We cannot go back. The dues may be large, but the principle is right. The A. A. N. means something or nothing. In view of such publicity as has been given the matter in the Country Gentleman for instance, we have got to progress or quit."

At Sea

At this point the convention drifted for a time, Mr. Sherman asking as to what they were supposed to be discussing, Mr. Pyle proposing a resolution to decide whether to incorporate, putting aside the matter of the amount of money to be spent, Mr. Meehan rising to a point of order. President Moon remarking that no one was out of order but the chair, Mr. Holsinger (vainly attempting to read the log) declaring that the reporters had lost track of the status of discussion, the stenographer dazed.

The sage opinion of James M. Pitkin, who with his brother were the only politicians present, righted the ship by moving that the portion of the committee's report having to do with the amount of money

to be spent on Market Development, be laid on the table until the several reports of committees were received. This was seconded by Messrs. Pyle and Sherman, and was adopted, President Moon not attempting to restate the motion lest it should become again entangled.

J. R. Mayhew moved that the two recommendations by the committee first as to incorporating, second as to liability under the guaranty, be referred to the executive committee to be worked out in detail before presentation to the convention.

Robert Pyle—"May I say that the M. D. committee believes the question of incorporation should have closer consideration; but as to the guaranty it is desired that the opinion of the assembled body be expressed." Mr. Mayhew's motion seconded by Mr. Howard, was carried.

President Moon—"We are prepared, then, to discuss the liability feature. I feel sure there are few members of this organization who would ever allow the A. A. N. to adjust a complaint against them."

Robert Pyle—"I move that we approve action taken by going forward under the Trade Mark."

O. Joe Howard—"It seems as though we might well forget the intricacies of parliamentary law and find out where we are at. I believe the Association wants to settle where we stand. The press, too, wants to know. In other words, are we men, or are we—?"

Earl Needham—"Do I understand that this guaranty is to the purchaser or to the member?"

President Moon—"To the purchaser."

Mr. Needham—"I do not know that I want to be bound by a guaranty of that kind."

Satisfying the Customer

Mr. McFarland—"The question I think, has been very clearly stated by Mr. Howard. It is that the retail purchaser must be satisfied to the extent of his purchase price. I think that if the national association is to stand in its right position there can be only one answer to the question."

William Pitkin—"I cannot quite follow Mr. Howard. He suggests that the matter of incorporation be referred to the executive committee. I think the two things, incorporation and guaranty, must go together."

Mr. Howard—"Mr. Pitkin is right, as he usually is."

Paul Lindley—"Mr. Howard simply wants to get the sense of the Association in the matter."

Mr. Griesemer—"It seems to me we cannot go back and must make good in the matter of liability."

Mr. Wiggins—"It seems to be a question of how much is the liability. We might have difficulty until we get squared away."

Mr. Howard—"It is a matter of satisfying the customer, whatever his complaint, to the amount of the money he has paid. I do not believe there is a man in this room who would let a case of this kind come to the Association for settlement. Do you want it known that you wouldn't make good to your customer? What would you do? Ask your own self."

Mr. Pyle—"This matter of guaranty is of vast importance. We've made the guaranty. If we live up to it for years it will prove one of the best business moves ever made. It is time to realize the possibilities before us. We have been too busy trying to get business from the other fellow. There is business enough in this country for all to have a share if we agree on methods of price, on diplomacy, on thoughtful action, on planning and building for the future. We have now a central office and an executive secretary than whom there could not be a better. If we are to go forward we must build upon absolute integrity. If we make a guaranty, let us make absolutely clear as to how far we go in the matter. You are not ready to condone the actions of rascality."

John S. Kerr—"I believe we have reached a climax as an Association. For fifty years we have been deplored conditions and trying to correct them. I have been watching the progress in the industry with satisfaction. I believe we have kept pace in recent years with development. I believe we ought to back up our slogan: I do not think we can be too liberal. Let us put the price of our produce up to such a figure that we can afford to be liberal—and make good."

Down in our state (Texas) if a man will not make good his name is Dennis.

Guaranteeing a Member's Guaranty

Secretary Watson—"When the matter of copy for the advertisements came up for discussion and the folders were being prepared the question arose as to how far we could go in our statements. I direct your attention to the folder entitled 'Looking Both Ways.' That was as far as your committee and I thought we could go. There are certain legal considerations. Let me urge that whatever is done be upon good legal advice and in view of the financial responsibility. So far we have guaranteed only a fair deal. What a member guarantees in his contract is what the Association expects by way of performance. My suggestion is that you have the executive committee consider the whole matter if you have it consider any part of it."

Mr. Howard—"I move that the A. A. N. go on record as putting the slogan, 'Trustworthy Trees and Plants' behind our advertising and make good to the customer of a member to the extent of the purchase price."

A representative of an agricultural paper in Des Moines, Ia., remarked that his paper had carried the advertisements of thirty to thirty-five Nurserymen and guaranteed the reliability of every advertiser. The paper is guaranteeing thus the operations of 947 different firms transacting \$40,000,000 worth of business with the subscribers. These firms paid the paper for advertising \$2,000,000. It can be seen to what extent the paper makes itself liable. Yet the management believes in those firms of which the advertising Nurserymen are a part. "It seems to me," said the speaker, "that if we have that confidence in the Nurserymen of the country, surely the American Association of Nurserymen ought to be in a position to guarantee the operations of its own members. I may say that we have lost very little under our guaranty. We have many complaints. If any firm fails to make good his dealings we publish the fact that we withdraw the guaranty from that firm. Just consider what that means, what it would mean to a member of your Association who would not make good under his contract."

Frank Weber seconded Mr. Howard's motion.

William Pitkin—"It seems that one of our motives is to answer criticisms by the horticultural press. Are we going far enough? Many of us in our contracts have a limited liability guaranty. The agricultural papers say refunding of the purchase price is puerile; that the damage by loss of time is great. And in spite of our limited liability clause, there have been verdicts in favor of the purchaser for very much more money than merely the purchase price."

Mr. Sherman—"There's plenty of electricity in the air. For my own part I believe in the idea of publicity. I do not see any liability in incorporating nor in guaranteeing against fraud. I'd like to see this organization go ahead and amount to something. It has up to recent time amounted to little or nothing."

Mr. Wiggins—"I move as a substitute motion, that since we have now had the discussion we refer the whole matter to the executive committee to report back to this convention. Seconded by Mr. Roeding.

Mr. Pyle—"There has been no expression by the convention."

Mr. Wiggins' motion was adopted. Mr. Roeding proposed an evening session with only the membership present to discuss the matter.

The following committee on resolutions was named: F. A. Wiggins, G. Hale Harrison, W. C. Reed.

College Course For Nurserymen

In the absence of Chairman Henry Hicks of the committee on college courses for Nurserymen, the report of the committee was read by Theo Borst of the committee.

Your committee on College Courses of Nursery Training appointed at the Convention of 1919 has interviewed members of the Association and the heads of college faculties and finds enthusiastic support of the proposition for establishment of courses in colleges designed to fit young men especially to engage in the Nursery Business. It is recommended:

1. That a full year's course be considered; also a short course, the latter in

behalf of foremen and apprentices in nurseries who have not the time for the longer course.

2. That on account of many conditions, such courses should be provided in four sections of the country. The middle Atlantic States, the Great Lakes region, the Pacific Coast region and the Southern region.

3. There is a ready market for employment of graduates in such courses in the growing and selling departments of nurseries and at wages comparable to those paid in agriculture, forestry, civil engineering, etc., for training of a similar nature.

4. The most headway in definite plans has been made in the cases of Cornell University in New York state and the University of Illinois, the heads of which have submitted for consideration tentative outlines for four year courses of study covering development in natural history and the sciences upon which the Nursery Industry is based, coupled with business training. It is suggested that students be encouraged to specialize in both fruit and ornamental nursery practice. As showing the interest in this subject on the part of young men, members of this committee have been asked where training approaching the nature of that discussed in this report can be had at the present time. Inquirers have been referred to the Bussey Institute of the Arnold Arboretum and to the Cornell and Illinois Universities because of courses already established there bearing upon the general subject.

5. Special lectures upon special trade subjects should be a feature of the course, and nurserymen are urged to be ready to aid in this work. Nurserymen, too, should encourage students to work in nurseries for practical experience during their vacations, thus aiding in payment for tuition. Provision may also be made for employment in season at institutions like Arnold Arboretum, Highland Park in Rochester, N. Y. and the Missouri Botanical Garden in St. Louis.

6. Scholarships to encourage young men who have not necessary funds should be created by nurserymen and the committee strongly recommends scholarships for travel and study in technical schools of Holland, France and England, the Kew Gardens, etc.

7. Nurserymen will need to co-operate actively with the universities in procuring from state legislatures the necessary appropriations of funds to provide such courses.

8. It is recommended that the short courses referred to be made available in the immediate future, as early as in the coming Fall if practicable.

9. Your committee suggests that its work thus far be regarded as of a progressive nature and that such work be continued.

Henry Hicks, Chairman; Theo. Borst, Alvin E. Nelson, Ralph T. Olcott, Committee.

Cornell University is interested in the subject to the extent of having prepared a tentative outline of a curriculum which is in the hands of Chairman Hicks, and of following this up by sending to the convention Professor Chandler of Ithaca, N. Y., who addressed the Association briefly. "We were glad when the Nurserymen expressed an interest in a sound educational policy," he said. "Our students are required to have practice, if not before, then after their study. It has been found that in agricultural training five times as many fail in comparison with those who have had actual practice. We believe in building an education on a back ground of practical experience. We do not offer degrees for special subjects. For the proposed course all students should have a sound knowledge of the nature of plants. We have at Cornell a strong department of botany. Then we have already at hand provision for teaching in the departments of insects and diseases, forestry, economics and the problems of fruit growers generally; also landscaping. What we shall need is one or more instructors in the department of the production of fruit and ornamental nursery stock, for imparting a thorough, critical knowledge. We invite this Association to appoint a committee to come to Cornell University and make recommendations. We shall be especially pleased to have you do this."

President Moon—"I suppose the Association desires to have this invitation passed on to its regular committee on this subject; it is so considered."

A. M. Augustine, of Normal, Ill., reported that Prof. Blair of the University of Illinois had met with the Illinois Association of Nurserymen and had outlined a program for such a course in his institution. The Illinois Association has been invited to hold a convention at the university during the latter part of August or first part of September and go into the matter in detail. Mr. Augustine suggested that the A. A. N. be represented also that a member of the A. A. N. committee be present if practicable.

John S. Kerr said that the state of Texas will be interested in the project also. He believes that the University of Texas will provide such a course. A plan for a botanical garden and arboretum at Austin is already under way.

William H. Dildine, of James Vick's Sons, Rochester, N. Y., and J. Horace McFarland, Harrisburg, Pa., spoke of the importance of memorial tree planting, the extension of which to anniversaries of all kinds, as well as for soldiers has been proposed. Mr. McFarland said those in charge of Lincoln Highway work were having some difficulty in obtaining trees for roadside planting.

Frederic Cranefield, Madison, Wis., secretary Wisconsin State Horticultural Society, presented the work of the American Pomological Society and urged the A. A. N. to become an affiliated member. Upon motion of Frank Weber favorable action was formally taken.

Nomenclature

Harlan P. Kelsey, chairman of the committee on nomenclature, presented an interesting report showing a great amount of careful and tedious work in the determination to establish an official list of plant names by which all may be guided in correct usage. A prospectus of the Official Catalogue of Plant Names has been issued to show the American Association of Nurserymen and other organizations this season what has been done to date. Mr. Kelsey's explanation is reserved for a later issue and more room in the *American Nurseryman*. Upon motion of Mr. Roeding a vote of thanks was extended to the committee, the report was ordered published in the proceedings and it was directed that an appropriation to carry on the work be considered. Mr. Kelsey suggested the appointment of a permanent committee to define a uniform schedule of trade practices, trade terms, etc.

When the time came to consider executive committee matters J. R. Mayhew opposed the arrangement which had been made for an executive session. "We have some associate members who for years have done efficient service for this organization. We shall need them now and in the future. We want them with us in these matters. Besides, it would cost us much more to close our doors at this session than to have them open. If we have any practices which may not see the light of day, the sooner we get rid of them the better." W. M. Wyman seconded Mr. Mayhew's motion for an open session. Carried unanimously.

Vigilance Committee Work

Paul C. Lindley, chairman, presented the report of the vigilance committee, in which great interest was manifested for it is upon the work of this committee that the efficiency of the Trade Mark largely depends. The committee has looked into a considerable number of questionable advertisements, upon some of which it was deemed necessary to act, as, for instance, the advertising of dormant grafts as apple trees. It is recommended that the secretary procure through a clipping bureau all advertising relating to the Nursery business and thus keep watch of what is being done. In the May number of the *American Fruit Grower* there was an advertisement of a new strawberry "which will produce 15,000 quarts per acre." The committee recommended co-operation with entomologists rather than delivery of shoulder blows against them. The Nurserymen must first put their house in order. Of course, says the committee, we must realize that the entomologists live and die with the San Jose scale for 45 years.

"It is not a pleasure to bring criticism to bear, yet in the course of our duty we have been obliged to find guilty several members of this Association in the matter of abuse of wholesale prices and we have listed a dozen for expulsion. In view of the peculiar conditions regarding early operations under Article 9 of the constitution we recommend

at this early stage deferring of punishment and withholding of the names; but also that the cases with names be filed with the executive committee for action in case of further offense; that hereafter the executive committee accept no excuses, issue no warnings but act under the constitution. We recommend that advertising copy referring to a specialty or novelty be submitted to the Secretary of the A. A. N. for wise before publication, in order to save trouble due to improper claims or phraseology."

Harlan P. Kelsey—It is to be regretted that more of the members of the Association are not here today to hear this report. The committee has done its work well and fearlessly, taking a responsibility few of us would like to face. To me it is an extraordinary piece of work. I move a vote of thanks to Mr. Lindley and the committee." Adopted.

President Moon read a legal opinion from the law firm of Adams, Bolingby & Co. in which that firm said it had read the resolution on policy adopted at the A. A. N. convention in 1919 and had fitted it to the committee report on policy and finds that it might be interpreted in its present form as illegal, and advised its repeal.

"This opinion refers to the action on policy, not to Article 9 of our constitution," said President Moon. In view of this opinion the executive committee offers a resolution that this action on policy be rescinded. We submit this matter and this resolution to you by advice of counsel."

J. R. Mayhew—"I move the adoption of the report of the executive committee and that the Chair appoint a committee to revise the 1919 resolution so that it will come within the law." Adopted.

The question of withholding the right to use the Trade Mark from a member who is under investigation by the Association, until he is vindicated was briefly discussed. Secretary Watson interposed a word of caution for all such cases. Mr. Ferris asked what would be done in the case of a member who had used the Trade Mark in a large number of catalogues ready to be sent out at a period when there would be no time to reprint without the Trade Mark. Secretary Watson said that was a situation which had not yet confronted the Association. The questions under consideration were those which did confront it. In the case in particular, he said, he was sure the Trade Mark would not be used if the committee's action in the matter were sustained. The matter, upon motion of J. R. Mayhew, was referred to the executive committee which acts under constitutional provisions.

Incorporation

President Moon directed attention to further recommendations by the executive committee: As to incorporating the Association, and as to dues of members: to wit:

"That the A. A. N. indorse the Trade Mark as presented to the 1920 convention and defines as the limit of responsibility that there shall be no financial liability; yet it does assume a moral responsibility and believes no member will risk loss of membership."

"That the executive committee be instructed to investigate the advisability of incorporating the Association, the kind of incorporation best suited to its purposes, defining the matters of liability of members, dues and methods of voting and if it approves incorporating that it circulate among the members a prospectus prior to the convention of 1921 giving all details of proposed action."

Membership Dues

In the matter of dues the executive committee proposed as an amendment to the constitution the following schedule:

"That Article 7 be amended to provide for annual dues the amounts named in the following schedule based upon the annual volume of business:

Volume of Business	Dues
\$400,000 or more.....	\$500.00
350,000 to 400,000.....	450.00
300,000 to 350,000.....	400.00
250,000 to 300,000.....	350.00
200,000 to 250,000.....	300.00
150,000 to 200,000.....	250.00
100,000 to 150,000.....	200.00
75,000 to 100,000.....	150.00
50,000 to 75,000.....	100.00
25,000 to 50,000.....	75.00
Less than 25,000.....	50.00

"Annual membership dues for associate members, \$10.00."

President Moon—"Gentlemen of the Association, all the committee reports are in. All the cards are on the table. It is felt that this schedule of dues will raise \$35,000 the coming fiscal year."

Mr. Sherman—"Are there to be any additional dues?"

President Moon replied in the negative. Mr. Needham asked if the "volume of business" were to be figured at net or gross. The president said it was gross as to member figures his tax reports. Mr. Wiggins' inquiry led the president to announce that of course those dues already paid for the coming year would be adjusted on the basis of the above schedule.

The executive committee's report included also a slight change in Article 1 of the constitution making it read in the second paragraph:

"First—Active or voting members, who shall be actively engaged in the nursery business and have a reputation for fair dealings."

Mr. Wiggins moved the adoption of the changes in the constitution as presented by the executive committee, amending Article 1 and Article 7.

A long discussion followed during which Robert Pyle and W. H. Wyman strongly urged retention of the schedule of 1919 which was one-quarter of one per cent of gross volume of business with a maximum of \$1000. They argued that contracts had been made by members to make such payment. J. R. Mayhew said: "Whatever agreement we make here today, I want it to hold until it is repealed. What we did in 1919 is passed. Therefore let us adopt this new schedule and let us stand up to it 100 per cent. We'll never get anywhere otherwise. I was glad to pay according to last year's schedule; I believe it is the one we shall come to eventually and even exceed. But whatever we do, let us do it as one man. Let us forget the big man and the little man. None of us is big unless we see in a big way and all of us are little if we are not big enough to see the bigness of the Nursery Industry. I'm a democrat and I want the majority to rule."

Annual Revenue

Mr. Kelsey—"As to the \$35,000 revenue. The M. D. committee has asked for \$35,000. How much will it get out of this schedule's total?"

President Moon—"My opinion is that this schedule would give for publicity and Trade Mark work about \$20,000, leaving \$15,000 for running expenses, including nomenclature, legislation, etc."

Mr. Campbell, New Haven, Conn.—"How much would the 1919 schedule have produced?"

President Moon—"No man knows."

John S. Kerr said he had strongly favored holding to the 1919 schedule, but as to the executive committee had reported the new schedule after careful consideration of things brought before it which he knew not of and hoped he never would know of, he would favor adoption of the new schedule, though his father had told him many years ago to stand by a trade if he made one, even though it hurts.

Said Mr. Wyman—"I had determined not to say anything at this convention. Two years ago I went home from the convention feeling that the case for the Association was hopeless, that we were a lot of moss backs and had let the moss grow. Last year I remained at home but I read in the proceedings that some one had started to scrape off the moss. Personally I don't care a snap for your Market Development, or your Trade Mark. I don't care to increase my business. I may be a moss-back in that respect. But I don't care to make any enlargements; I want to work less rather than more. Yet I belong here in this Association. I always pay my dues. I paid this year. I am surprised to learn that some have not paid. I want to see this organization progress. It is a matter of the greatest surprise to me that with the millions of dollars handled by the members of this Association we should haggle over this little matter of one-quarter of one per cent. I am ashamed that any of us should do so in this day and generation. Let us indorse the schedule of last year. Let us pay the one-quarter of one per cent this year and then increase it. I offer as an amendment to the motion, that we indorse last year's schedule."

Mr. Sherman favored adoption of the new schedule.

J. H. Dayton, of Storrs & Harrison Co.—"The Storrs & Harrison Company subscribed to the Market Development fund. If the S. & H. Co. has any standing we owe it all to advertising. We have probably expended as much for advertising as has any concern in the business. But what we have wanted is a national association of Nurserymen in which any Nurseryman could become a member if he was honest and reputable, whether he believed in advertising or not. I believe you are going to put out of the Association men who think it was a mistake to take over the Market Development feature. I feel that so far as advertising is concerned it should be paid for only by those who want it."

Mr. Cashman, Owatonna, Minn.—"We must give and take. It is apparent that the executive committee's report is a compromise. I am in favor of publicity. The little start we have made shows what can be done. I believe it would be a mistake to discontinue the publicity work. In the interest of harmony I hope that Mr. Wyman's amendment will be withdrawn."

Mr. Wyman—"I'll withdraw the amendment with the permission of the one who seconded it." So ordered.

President Moon explained that the resolution should read: "Dues payable prior to the 1920 convention and thereafter until the constitution shall be amended shall be as follows," etc. (the new schedule as above).

New Members

Secretary Watson announced that since the 1920 Badge Book list of members was published on June 1st the following had become members and were entitled to vote:

Commercial Nurseries, A. R. Pickett, Milton Moss, Gold Nursery Co., Elliott Landscape Nursery, George W. Morahn, Clever Nursery Co., Fitzgerald Nursery, Thomas Rogers & Sons, Sjulin Nursery Co., Barnes Nursery Co., F. A. Guernsey & Co., Winchester Nursery Co., Joe Shadow Nursery Co.

The amendments to the constitution, Article 1 and Article 7 were adopted by a vote of 93 to 6.

Transportation

W. H. Wyman presented a resolution that since the Nursery Industry, like all others, depends largely upon the efficiency of transportation facilities, the A. A. N. gives expression to the belief that the railroad companies and the express company should be treated fairly and generously to the end that the best service may be rendered. Adopted.

Mr. Cashman asked whether it was likely that such action by the Association would be interpreted as an indorsement of the proposed increase in tariffs.

Mr. Wyman—"It is impossible for me to answer how it will be taken by the companies. I think one of the greatest misfortunes which ever happened in this country was when a gentleman in supreme authority changed the transportation situation. Personally I had rather pay a high tariff and get service than a low tariff and get nothing. The railroads are between the devil and the deep sea."

The committee on resolutions reported the death of the following members during the year: E. W. Reed, St. Paul, Minn.; A. A. Mosher, Rochester, N. Y.; Joseph Davis, Baltimore, Md.; Roscoe G. Chase, Geneva, N. Y. The convention made silent recognition thereof.

Division of Nursery Service

Theo Borst who last year started the movement for college courses for nursery training presented another new proposition this year as outlined in this resolution:

In keeping with the tendency throughout the country to advance in every particular the resources of America there seems to be essential reason for asking definite recognition by the Federal Government of the need of the Nursery Industry for marked development; for fostering what has already been established and for extending production in all lines, especially those which for years have been supplied from abroad.

Whereas, the Nursery Industry is declared to be at the very base of Horticulture, the ramifications of which in its several features are estimated to represent operations amounting to a billion dollars annually, and

(Continued on page 14)

AMERICAN NURSERYMAN



CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

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Drafts on New York, or postal orders, instead of checks, are requested.

ROCHESTER, N. Y., JULY, 1920

American Association of Nurserymen—President, Lloyd C. Stark, Louisiana, Mo.; vice-president, M. R. Cashman, Owatonna, Minn.; treasurer, J. W. Hill, Des Moines, Ia.; executive secretary, John Watson, 400 Nassau St., Princeton, N. J.; Assistant secretary and traffic manager, Charles Sizemore, Louisiana, Mo. Executive committee: Lloyd C. Stark, chairman; J. Edward Moon, Morrisville, Pa.; C. R. Burr, Manchester, Conn.; E. W. Chittin, Winchester, Tenn.; C. C. Mayhew, Sherman, Tex.; J. B. Pilkington, Portland, Ore.; E. S. Welch, Shenandoah, Ia.; T. B. West, Perry, O. Legislative and Tariff committee: C. H. Perkins, 2nd, Newark, N. Y., chairman. Meets 4th Wednesday in June in Chicago, Ill.

Western Association of Nurserymen—President E. P. Bernardin, Parsons, Kan.; vice-president E. H. Smith, York, Neb.; secretary-treasurer, George W. Holsinger, Rosedale, Kan. Executive committee: H. D. Simpson, Vincennes, Ind.; C. G. Marshall, Arlington, Neb.; C. C. Mayhew, Sherman, Tex.; E. E. May, Shenandoah, Ia.; J. H. Skinner, Topeka, Kan. Program committee: M. R. Cashman, Owatonna, Minn.; George A. Marshall, Arlington, Neb.; Harry Hobbs, Bridgeport, Ind. Next annual meeting in Kansas City, Mo., Jan. 26-27, 1921.

Pacific Coast Association of Nurserymen—President, Mrs. R. Day, Spokane, Wash.; vice-presidents, Fred W. Day, Yakima, Wash.; Albert Brownell, Portland, Ore.; M. R. Jackson, Fresno, Cal.; C. A. T. Atwood, British Columbia; C. T. Hawkes, Caldwell, Idaho; B. H. Bower, Provo, Utah; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Convention in 1920 at Spokane, Wash.

New England Nurserymen's Association—President, Charles Adams, Springfield, Mass.; vice-president, John K. M. L. Farquhar, Boston, Mass.; secretary, Sheldon Robinson, Lexington, Mass.; treasurer, V. A. Vanicek, Newport, R. I.

Northern Nurserymen's Association—President, M. R. Cashman, Owatonna, Minn.; secretary, E. C. Hilborn, Valley City, N. D. Convention of 1919 in Minneapolis, Minn., in December.

Southern Nurserymen's Association—Pres., S. C. Crowell, Rose Acres, Miss.; vice-pres., Paul C. Lindley, Pomona, N. C.; secy-treas., O. Joe Howard, Hickory, N. C.; 1920 meeting in Charleston, S. C., Aug. 18-19.

Western Canada Nurserymen's Association—President, H. L. Patmore, Patmore Nursery Co., Brandon, Manitoba; first vice-pres., A. Mitchell, Mitchell Nursery Co., Coaldale, Alta.; second vice-pres., B. D. Wallace, Island Park Nurseries, Portage La Prairie, Man.; secy-treas., T. A. Torgeson, Prairie Nurseries Ltd., Estevan, Sask.; Members of executive committee, Homer J. Barry, Clover Nurseries, Bremner, Alta.; W. J. Boughen, Valley River Nurseries, Valley River, Man.

IN PORT

In many a home where a cradle is rocked jarring sounds come now and then from the nursery, but after a bath and a general clean-up and all is comfy and satisfactorily arranged, there beams a happy smile.

Did you notice the smile all around as the gavel fell in the Florentine room on Chicago beach last month?

Electrical disturbances are common as June fades into July and if Nurserymen must meet at this season of the year, keyed up for the big things to come, they must expect to feel the effects of the current resulting from the scratching of the mossbacks. The very walls of the convention hall which a few days before had been the headquarters of Governor Lowden had scarcely ceased to resound with the clang of political convention hammers. And, anyway, ought one to expect that Nurserymen should all be of one mind when Knox says Congress can declare a war closed and Wickersham says it cannot!

It was a great convention—probably the greatest in the history of the American Association; for, while the renaissance dates from the Detroit convention in 1915 and clinchers were effected at Milwaukee and Philadelphia and while real progressive features were introduced at the conventions of 1918 and 1919, the test of endurance, under rapid transition came this year. It was bravely met, magnanimously handled on all sides and wisely adjusted. It can truthfully be said that not a harsh word was spoken though feeling ran high and differences were marked. We think these very facts redound greatly to the credit of the membership and augur well for safe and steady progress of an organization made up of men who can thus weather a crisis.

History will record, what is already clear in most minds, that very, very greatly it is due to the masterly guidance of President Moon that results were so satisfactorily reached—not only the results themselves but particularly the manner of reaching them.

We may be too close yet to the event fully to realize this; but think it over.

Real progress was made, though even if the Association had succeeded simply in marking time in the tempestuous conditions of the reconstruction period, after the marked advancement it has made in recent years, the convention could well have been regarded as successful. The main point was not to go back—to hold fast to what has been gained.

Although for the first time in the history of the Association no formal program had been prepared, it is an outstanding fact that never in its history has the Association held a convention the "literature" of which was of so uniformly high an order. One has only to read the president's address, the reports presented and the speeches made to realize this fact forcibly.

Any full report of the proceedings of the 1920 convention must show, both in detail and in the aggregate, that the deliberations were those of business men, thus measuring up most encouragingly to the American Nurseryman's repeated exhortation, "Let us first be business men."

Visiting speakers—advertising men representing one of the most strenuous of business callings, and the organizer of a big business, that of the dress manufacturers—would doubtless admit if they had spoken toward the close instead of early in the sessions, that the A. A. N. had caught the idea and was forging ahead in a business way. To us this is one of the most important re-

sults of the 1920 convention, the full value of which will be realized when it is seen that action taken makes progress imperative.

A summary of accomplishments at this convention, presented in this issue, clearly shows that it was worth while for members to travel from all sections to Chicago to discuss trade topics. This publication has strenuously opposed the old-fashioned notion that the annual conventions were not for business but for the purposes of a social gathering; also that the Association's forte is to handle one or two trade matters and let it go at that. We are well past those bugaboos, but the time was not far back when this publication stood alone in its argument on this subject. It has stood absolutely alone on very many topics of trade importance, in every one of which it now has plenty of company—the pronounced majority. Such results strengthen faith in human nature, though there have been times when it wavered.

It can truly be said that the Chicago convention of 1920 speaks for itself. Gentlemen, the cards are on the table. Read and digest. Another hand has been played and the points have been scored but the game is yet to be won. Business principles, ethical principles have been established. Steps have been taken which demand—require—advancing under standards which have been set. This is the outstanding feature, the thing for which the organization is most to be congratulated. While time proves all things, it will never prove that it was a mistake to flaunt to the breeze the slogan: "Trustworthy Trees and Plants."

WHAT WAS JUST AHEAD

It may be that there were some at the Chicago convention of the A. A. N. who regarded as idle talk the statements made several times on the floor of the convention that unless the Nurserymen clean house the authorities will do it for them—will turn on the hose as O. Joe Howard put it.

Well, on the very day on which Mr. Howard made this remark—Friday, June 25th—there was flashed over the wires from Washington, D. C., this news message:

Washington, D. C. June 25—The Federal Trade Commission has issued an order requiring the A. A. Berry Seed Company, Clarinda, Iowa, to refrain from certain methods of competition in the seed business, based upon an agreed statement of facts filed in the case.

Under the order the "company will" discontinue (1) making or publishing any false or misleading statements (a) concerning the freedom of its seeds from noxious weed seed or other foreign matter, (b) respecting the germinating qualities of its seed, (c) as to sources from which seeds are obtained, (d) as to the conformity of its seeds to the standards of any state, (e) as to manner of making shipments of seeds, (f) relative to quantity or quality of constituent elements of any of its seed mixtures and (2) selling seeds under the name 'Standard Seed Company' without fully disclosing to the trade and public that the 'Standard Seed Company' is one and the same as the 'A. A. Berry Seed Company.'

The A. A. N. beat the government to it in the case of the apple grafts advertised as trees; and in the case of some other matters before the vigilance committee. It will be necessary for that committee to keep up its tireless work if the Association is to keep four laps ahead of the authorities. It will do so, we have not the slightest doubt; and how much better it is to have the initiative lie in the trade itself! 'Nuff sed.'

George Parker of Parker Brothers Nursery, Fayetteville, Ark., visited nurserymen in the eastern states in June.

COLLEGE TRAINING

Progress in the movement for the establishment of courses of special training for Nurserymen in colleges was shown by the report of the committee appointed at the 1919 convention.

It was not a part of the report, and perhaps should have been, that the idea of endeavoring to establish such courses was first brought out prominently by Mr. Borst at the 1919 convention of the A. A. N. At his suggestion Mr. Hicks was made chairman of the committee. Both Mr. Borst and Mr. Hicks are Cornell University graduates. Mr. Borst has been active in the matter during the last year. Chairman Hicks, too, has interviewed Dr. L. H. Bailey and others including a representative of Kew Gardens, England, all of whom strongly favor the project. The favorable attitude of the faculties of Cornell University, the University of Illinois, the State College of Agriculture of Pennsylvania and other institutions was first made known through the columns of the *American Nurseryman* which obtained from those colleges expressions of approval, promises of hearty support and in some cases outlines of a curriculum.

Secretary Watson was among the first to see the importance of the subject and he has aided the committee through correspondence notably in the case of the Pennsylvania institution. The subject will assume still greater importance, we are sure, with the lapse of time.

SECRETARIES APPOINTED

The executive committee of the A. A. N. met after the close of the convention in Chicago, and re-elected John Watson as executive secretary at a salary of \$6,000; and Charles Sizemore as traffic manager at a salary of \$3,000 with provision for a stenographer.

Highly efficient work by Messrs. Watson and Sizemore was thus promptly recognized. The Association is fortunate in being able to retain the services of these men of special training for their duties.

Training Nursery Salesmen

Editor *American Nurseryman*:

Those Nurserymen who employ salesmen will be interested in the proposed course for the training of Nursery salesmen at the University of Wisconsin. While the course has not been definitely decided upon, it is the plan now to give a short course during the winter, of say six or eight weeks. The instruction would consist of plant materials and salesmanship. The salesmen would be familiarized with the best fruits and ornamentals to plant, with particular reference, of course, to Wisconsin conditions. After the men had creditably completed the course, the intention is to give them certificates and to license them at a nominal fee.

The great advantage of such a course would be in relieving the Nurserymen of a great deal of responsibility. The state vouches for the ability of the salesman and the Nurseryman would not be responsible except for his own acts.

A course of this nature could be worked out without much trouble or expense at any of the agricultural colleges of the country and it could be conducted along much the same lines as the short courses in agriculture and dairying which are given during the winter in most of these colleges.

Another item of interest which comes to our attention is an article on tree trimming in the May number of the Bell Telephone News. It is entitled "Tree Trimming in Menominee." It might more properly be called "Tree Butchering." The pictures accompanying the article show this clearly. Such trimming as this is altogether too common and something ought to be done to stop it. No doubt, the company in this instance thought it really was doing a good job and was not injuring the trees. Some of the cut surfaces shown in the picture must be fully

Abe Potash On the Convention

(Mr. Potash of the well-known firm of Potash & Perlmutter, Wholesale Ladies Outer Garments, New York, attends Convention and reports to his partner on advisability of engaging in the nursery business; compares with Cloak and Suit Trade; an interesting and helpful outside view-point.)

Lieber Mawruss!

On your request and company expenses, y'understand, I have stayed over from the Republican's Convention that I should attend also the Nurserymen's Convention. I should ought to report with expense account enclosed whether we should ought to put some profits our firm in the nurseries business or maybe movies. Both are very different, y'understand. Nurserymen would not be much success in movies; not enough action. Just the same like the Republicans Convention, they made speeches every day to keep from saying something. Nobody seemed to know what was going to happen, y'understand, only everybody looked afraid like it might.

Just the same like all meetings in the open season for conventioning, the candidates don't matter much. Nobody cares who shall be elected. Then, on the last day, when the hotel has got all your money for a room and the Children's Restaurant takes the rest for meals, the Senators come and read from a paper who should ought to be candidates. Somebody says "Fine" and then the candidates are elected. Candidates don't count in conventions, versteht du mich, but it is always the platform that everybody worries about that it don't say nothing that it should not ought to said.

All conventions is the same, Mawruss. When a convention knows precisely what it wants to do, it refers the matter to the Senators Committee to fix it so it wont. I listened intent to many speeches for three days. One says are we trustworthy? Somebody says ask a lawyer or district attorney and make an alibi. Somebody else says Nu, we are trustworthy, but we should ought not to brag about it which is not the modest way for nurserymen. Then somebody gets up and makes a key-note speech and says for nurserymen $\frac{1}{4}$ of 1% is too much. The Democrats said it was not enough. Now, a good compromise settlement, Mawruss, is better as a bad failure. I expected somebody would propose again everybody has 2.75% but nobody made the move.

Everybody was for everything but like the League Nations, y'understand, some Senators was for reservations. Platforms, Mawruss, is to avoid saying right out what you got your mind on, because when you do that, you must figure all discounts to see what votes you lose and what votes maybe you get and what the Anti-Saloons and the preachers and the women going to do and what maybe the big papers will say and whether Bryan or John-

son, y'understand, will bolt and Gott weiss wer nach!

This nurseries business I donot understand. What should you ought to say, Mawruss, for a business where a good firm like Aaronstein's with never any failure and no fire, should buy from us 12 gross assorted sizes Georgette Waists from \$6.35 net, to sell from \$19.95 marked down for special sale from \$35.00; and Goldberg's Esther should buy from us maybe the same waist direct out of stock for \$6.35? What for nebiches would we been then? What for a business is that? Right away would that schlemiel Greenbaum send his best salesman with the news to Aaronstein's and we lose quick a good account which always pays prompt.

Suppose in our business of Whole sale Ladies Outer Garments, we had maybe some customers through professional buyers for Ladies Wear which are not in trade, y'understand, but professional agents for clients; and suppose Goldberg's Esther buys through one of them professional dressers that Georgette Waist at \$6.35 the same which Aaronstein buys by 12 gross lots at the same figure, y'understand, to sell for \$19.95 special sale price? What for tzuris does that make us when Aaronstein finds out from that rosher Greenbaum we done a such trick? That should be a fine thing for the Cloak and Suit Trade and the firm Potash & Perlmutter! A such business way would make me Meshugga!

Them nurserymen never was in the Cloak and Suit business, y'understand. They had our Dave Mosessohn which secretaries our Cloak and Suit Allied Industries that we make better business. I tell you Dave gave them nurserymen some key-note speech. "Nebiches! Loafers! Not merchants; not one good auction pinochle player in your bunch" says Dave. When we do business like them fellers, then we lose mighty quick some good accounts. No cost price. Sometimes one Waist just the same like a jobber pays on 12 gross lots. A such kind of a business, Mawruss, is not for our people.

What for a crowd to make speeches for three days that $\frac{1}{4}$ of 1% is too much when everybody else knows that $\frac{1}{4}$ of 1% don't got any kick? We better stick by our Cloak and Suit Trade, Mawruss, what we know how to do. When a few Mosessohns get into the nursery business and makes it strict jobbers prices net thirty-two-ten with excessive profits hid in the overhead, then maybe we take a chance. Am I right or wrong? **Mit gluchwunsch,**

Abe Potash.

six or eight inches in diameter and will make fine places for decay to set in. The trees will also sucker out and present a blocky appearance instead of the graceful one which was formerly theirs.

EVERGREEN NURSERIES,
John J. Pinney.
Sturgeon Bay, Wis.

The Sun Crest orchards, one of the show places of the Rogue River, Ore., valley, has been sold to the Sam P. Jones company for \$250,000 the largest sum ever involved in an orchard transaction in that section. The deal involves 461 acres of bearing orchard, mostly Bartletts and Anjou pears and modern equipment.

The National Association

(Continued from page 11)

Whereas, it is not practicable for this industry to make the progress it should under occasional special attention by the departments at Washington, D. C., therefore be it

Resolved, That the American Association in convention assembled, requests the establishment by the Federal Government of a Bureau or Division of Nursery Service which shall be equipped particularly for the special development of the Nursery Industry, generally and in certain lines in particular, provision being made for a chief, assistants, office force, etc.

Resolved, That it is the sense of this Association that such a Bureau or Division of Nursery Service should be a part of the U. S. Department of Agriculture and should include in its scope the introduction and aided propagation of material heretofore imported to the end that to as great an extent as possible the United States shall be independent of other countries in the production of trees and plants in all phases of such production; the codification of state laws tending toward uniformity of regulations; a field service for demonstration purposes; supervision of crop reports; issue of bulletins on Nursery Industry topics; and the solution of problems which may arise from time to time affecting the Nursery Industry.

Resolved, That the American Association of Nurserymen strongly commends the action of the Secretary of Agriculture and of Congress in making available the initial fund for work of this kind; and it urges the necessity for a larger amount, \$50,000 at least, annually, for maintenance of such a Bureau or Division of Nursery Service in the U. S. Department of Agriculture, to the end that there shall be means not only for maintaining the central Federal bureau but also government agencies for such work throughout the country.

Mr. Borst moved that the incoming administration appoint a committee to consult with the U. S. Department of Agriculture in the matter. He said he had conferred with the Department's representatives at this convention and that they had expressed favorable opinion in the matter.

Mr. Needham moved that the matter be referred to the executive committee with power to act.

Mr. Pyle asked that the Association direct that the recommendation be put into effect, since it was of such a constructive nature as to demand favorable expression by the convention. This was seconded by Mr. Nelson. The matter was given the full approval of the Association which asked that it be put into effect. William Pitkin suggested that care be taken to have at the head of the division a man thoroughly in accord with the Nursery Industry's needs.

Officers and Place of Meeting

Mr. Needham presented the report of the state vice-presidents which showed that 28 states were represented. By unanimous vote of all present the following nominations were made:

President—Major Lloyd C. Stark, Louisiana, Mo.

Vice-President—M. Cashman, Owatonna, Minn.

Treasurer—J. W. Hill, Des Moines, Ia.

Members of Executive Committee—E. W. Chappin, Winchester, Tenn.; J. Edward Moon, Morrisville, Pa.

Place of meeting for the 46th annual convention in 1921—At Chicago, Ill.

Upon motion of Mr. Wyman, the secretary cast one ballot for the entire report of the committee. Carried.

Mr. Cashman upon being called to the platform said: "I'm not going to make a speech. I'm glad we can go home feeling that we are a unit as an Association. Any duties you place on me I'll try not to shirk. I think you could have picked an abler officer; however, I'm not a slacker and will try to do my best."

Major Stark upon being handed the president's gavel by Mr. Moon said:

"Fellow members of the American Association of Nurserymen—I don't know how to thank you for this honor, but at the same time I feel my inability to step into the shoes of Mr. Moon, and carry forward the work which he has so ably started. I do

feel that the Association has made great progress, not only along the lines of Market Development, but by inviting the public to its meetings, backing up the trustworthiness of its members, and I further feel that we have an organization now prepared and determined, on the part of most of our members, to co-operate and work in a big constructive manner. I shall endeavor to do your bidding and to carry out your wishes as best I may, and I feel sure with the support of your Executive Committee, your Secretary, and Traffic Manager, and the other committees which we will have available that we will be able to accomplish much, and I hope you will bear with your officers, and your committees, if they do not accomplish the impossible in one year. We have established more or less publicity, and all who do business through this medium realize that publicity or advertising is constructive. The building of good will, which in reality is what we are working for, is a good thing. At first we must work against the tide. We made a small start last year, and we realize that that start met a public demand, and we are going to try to further meet that demand, and build up a good will that will benefit the small business and the large business, and will make us all prouder of our vocation. Gentlemen, I thank you."

President Moon had said in turning over the gavel to Major Stark: "I particularly appreciate the action of the Association in calling Major Stark again to the presidency and am more than pleased to be privileged to turn over to him a united Association. It will be a pleasure to me to be associated with the new administration as an executive committeeman."

Mr. Wyman—"As the passenger aboard a vessel entering a haven after a storm is thankful that he had a skilful commander at the wheel, so at this time I feel that we should give expression to our appreciation of the admirable handling of Association affairs by our president. Never in the history of the organization has there been a stormier period to pass through."

The Association gave rousing expression of its appreciation of Mr. Moon's faithful and earnest work.

Mr. Roeding—"I've had much experience with secretaries. It has not been my pleasure to be connected with an organization in which the office has been more ably filled than has this by our good friend, Mr. Watson. I move a rising vote of appreciation for the secretary's splendid work in behalf of this Association." Done.

President Moon—"One of the biggest things done was to get John Watson for this place. He has been on the job six days a week. I've received much aid from him; indeed much of the inspiration and direction of affairs has come directly from him. It is the fellow in the works that makes the ship go."

Mr. Watson expressed his deep appreciation of so many words of praise.

Adjournment until 1921 was then taken.

Convention Sideights

Chairman O. Joe Howard of the Market Development committee said he hoped the term Market Development would be changed to Publicity.

"I can think of no work the Nurseryman can do that will promote his own interests so well, while at the same time affording lasting monuments as memorial tree planting," said J. Horace McFarland. "I know of one Nursery concern which sold a bill of trees to the amount of \$6,000 for this purpose."

Secretary Watson, during the discussion of the report of the vigilance committee referred to some of the premium offers made by agricultural and horticultural papers and in particular to one offering to give the a three year's subscription for \$1.00 ten grafted apple trees. Some offers guaranteed that trees planted in the spring would bear fruit in the fall of the same year! "I invested one dollar of the Association's funds in the 10 apple tree premium offer," said Mr. Watson, and here are the trees." He held up between two fingers, a little

bundle of apple grafts, 2x6 inches in size, while the audience laughed. It is needless to add that the agricultural paper premium offer was speedily revised by the publishers.

Upon motion of Robert Pyle, the Association referred to the executive committee the proposal that in view of the fact that Nursery inventories are of increasing value, the amounts being affected by quarantine and other legislation some uniform system should be established for taking them, and perhaps an auditor should be appointed.

H. D. Simpson, Knox Nursery and Orchard Co., reports fine crops of both peaches and apples in his section of the state. Fifty acres of peach trees are bearing so heavily that vigorous thinning has had to be resorted to prevent the limbs from breaking down. They will have big crops of apples. Several carloads had been sold last month in advance at \$3.50 per bushel.

A telegram from Mrs. Ruth Day, president of the Pacific Coast Nurserymen's Association, suggesting attendance by a representative of the A. A. N. at the annual convention of that association in Spokane, Wash., and expressing the hope that the Nursery Industry will be placed upon the high eminence it deserves, was read by Secretary Watson. The secretary was directed to make appreciative response.

The sympathy of friends and associates was sent in flowers to James McHutchison, who has been confined to his bed for ten weeks by illness.

Chairman Sizemore of the transportation committee, cited a decision by the Supreme Court of the U. S., in the McCall-Densmore case in which it was held that the common law value of stock upon its arrival at destination is all that can be collected of railway companies in claim actions. If the commission of a salesman is added, it cannot be collected; simply the destination value.

The efficient secretary of the Western Association of Nurserymen, George W. Hollsinger, of Rosedale, Kan., gave needed and valued aid to the secretary, in co-operation with the president's busy stenographer, in the recording of the proceedings. Mr. Hollsinger's acquaintance with the members saved much time and labor in making the entries of names of speakers during the lively sessions.

"Is there anyone in the room who feels that he has a right to vote and whose name was not called? Is there anyone who wishes to reverse his vote? Is there anyone who has come in since the roll call started and who was left out in the alphabetical order?" This was President Moon's query at the close of the roll call vote on the amendments to the constitution, before he announced the result of the vote. It is cited here as just one illustration of the many which might be cited, characteristic of the absolutely impartial, admirable manner in which Mr. Moon presided over the entire proceedings.

Upon motion of Robert Pyle, the Association expressed its appreciation of services by the Baby Ramblers and for the pots of Baby Rambler roses which graced the platform of the convention hall.

George C. Roeding suggested that those who especially appreciated what was being done in the way of publicity could very appropriately voice that appreciation by

CORRESPONDENCE TRAINING

In Nursery Practice and Management

WE OFFER a scientific educational service by correspondence covering nursery practice, management and salesmanship. Nurserymen themselves can profit immensely by taking this training, or they can have their salesmen or other employees acquire knowledge of all nursery work. Nursery salesmen can greatly increase their selling efficiency and improve their ability to serve their customers by taking this correspondence course. We also offer correspondence course in Landscape Gardening, and in Greenhouse practice and management.

AMERICAN HORTICULTURE COMPANY
DES MOINES, IOWA.

handing their names and addresses with substantial checks to the secretary.

Secretary Watson spoke an appreciative word for the American Forestry Association which is doing practical work in the extension of memorial tree planting and the observation of Arbor Day.

Upon motion of C. H. Perkins, 2nd, a vote of thanks was extended to Mr. Peterson, of Chicago, for a fine display of peonies in one corner of the convention hall.

Nursery—"How old is AAN?"

Man—"Forty-five years."

Nursery—"Some lady! And with the spirit of 1876."

Man—"Yes, for organization. Righto."

The cloth-bound Badge Book has come to stay, we hope. Secretary Watson very properly followed the lead of Mr. Sizemore who issued the first of this kind in the history of the Association. A good feature is the insertion of the constitution and by-laws. We suggest that the stamping of the name of the Association and the year of the convention on the bound edge of the book would prove a decided advantage for reference when a row of the books is filed.

The Badge Book shows a membership of 387 to June 1st. At the convention the secretary reported 14 additional, a total of 401.

On all sides there were expressions of satisfaction regarding the headquarters hotel, the proprietor of which made special effort to please his guests. The Association passed a vote of thanks to the arrangements committee.

That one can buy any kind of legal opinion he wants was shown by the fact that although one attorney charged so much for his views of the Association's policy paragraph that the committee had no money left for carfare, another legal firm advised in just the opposite direction. Wonder if the lawyers ought not to clean house!

Very properly high praise was accorded to J. R. Mayhew throughout the convention for his tireless work in behalf of sound business organization, not only for years back but right up to the present moment. It was repeatedly declared that the sound basis upon which the A. A. N. has proceeded in recent years was laid by former President Mayhew.

The addresses by Frederic S. Coville, botanist, Beverly T. Galloway, of the office of foreign seed and plant introduction, and L. C. Corbett, bureau of pomological and horticultural investigations, U. S. Department of Agriculture, were of definite practical interest to the members. Space is not available in this edition for their remarks which will be presented in a later edition.

President Moon's administration was a fine one throughout. It was marked by a very high character of endeavor and accomplishment and at every point with scrupulous consideration of fairness to all. Mr. Moon was asked by many to accept a re-election, but declined in behalf of Major Stark who had already waited some time to perform the service for the Association which the war interrupted.

After the convention a number of the Nurserymen made side trips to neighboring Nurseries. Several parties visited the D. Hill & Co. Nurseries at Dundee. Others also visited Aurora Nurseries, Aurora, Ill., Klehm's Nurseries, Arlington Heights, Petersons Nurseries and Leesley Nurseries.

Transportation Report

By Chas. Sizemore

Consolidated Classification

This Classification took the place of the Official, Southern and Western classifications and was submitted for approval by the carriers to the Interstate Commerce Commission in January 1919.

In this classification the carriers proposed to raise the C. L. rate on "Nursery Stock" in Western Classification territory from

Class "B" or "7th" Class to Class "A," which would have made from between 25 to 30% increase. The hearing in Chicago was attended and protest made against this change and evidence submitted showing why it should not be done and the burden it would place on the nursery business. When the classification went into effect on December 30th, no change was made which shows that our efforts were successful, although some of the assistants for the Commission had suggested that the rate should be raised to 4th Class to agree with that in the Official and Southern Territories. If this last change had been made it would have been an increase of about 50%.

In January 1909 the carriers endeavored to change rating in the Western territory from Class "B" to Class "A" but Mr. W. C. Reed and myself protested same and with the result that it was not done. Several times since this change has been considered but so far we have been able to prevent it but we feel that some day they are going to put it through as the Classification men claim that Class "B" or "7th," Class with a 16000 lb. minimum is too low for a perishable commodity.

Express Rates and Weight of Packages

The American Railway Express Company has petitioned the Commission for a general advance in rates and in addition want to make some changes in the classification, one of these being to change the rating on nursery stock from second to first class which would mean exactly 33 1-3% increase on top of the general increase or a total increase of about 60%. The following is an exact copy of their petition to the commission.

"There is a heavy movement of this traffic by express" and in many instances, bales or boxes are of such size and weight as to make them difficult to handle on trucks and in trains, and we believe the shipping of this class of matter by express should not be encouraged by special rating. Nursery stock is neither food nor drink and should pay the First Class rate.

The change from Second to First Class was protested and the position taken that such change would only add to the burdens of the Nurserymen and would not decrease nursery shipments by express as nursery stock was very seasonable and it was absolutely necessary for all small bales to move by express on account of the One Hundred Pound minimum of the railroads and poor freight service, etc. Also late fall shipments on account of the cold and late spring shipments account of the warm weather made it necessary to ship large quantities of nursery stock by express regardless of the rate.

However, we did agree with the express people that 600, 800 and 1000 pound bales or boxes were too heavy for express shipments and when asked what maximum size package should be allowed for express shipments advised them that from nurserymen consulted it appeared that a 400 or 450 lb. package would answer the purpose generally. I think this question should be discussed here and a resolution passed stating what size package this Association thinks should be sent by express and this information be given the express companies and the commission, otherwise if these large packages continue to move by express it's only a short time when they will raise the rates and prohibit such packages altogether.

Believe a favorable impression was made with the commission, but will not know until some time in July or August.

Embargoes

For nearly four weeks your Traffic Manager was working between Chicago and St. Louis with the embargo situation and while everything was not accomplished that was desired, the nurserymen feel confident that those gateways would have been completely tied up if it had not been for such efforts as put forth and it was on the first trip that we learned of the ruling of Mr. Kendall of the car service commission that nursery stock was not perishable freight and should be classed with wheat, corn, oats, etc. Do not think it is necessary here to mention this further as all of you no doubt are familiar with the whole proceeding as so thoroughly explained in the American Nurseryman and other trade papers.

Claims

290 Loss, Damage and over-charge claims

have been collected during the year amounting to \$6567.65.

\$7700.00 in claims are still pending.

Several of these are tied up by the R. R. Administration Red Tape who have ruled that all claims of \$500.00 or more must be submitted and approved by them before the carriers can make payment. Feel confident that 85% of this \$7700.00 will be collected. The increase in number and amount of claims this year over last shows that the membership is gradually taking advantage of this service.

The following are the claims collected for the membership this year.

Hooker Brothers	\$ 60.90
Earl Ferris	102.04
Willis & Company	156.39
O. F. Wadsworth	28.45
Thos. Meehan & Sons	139.74
Pontiac Nursery Company	57.47
Waxahachie Nursery Company	223.14
Storrs & Harrison	759.74
Barnes Brothers	15.33
Holm and Olson	69.62
I. E. Illgenfritz Sons	502.62
Des Moines Nursery	87.50
Roeder Nursery Co.	60.00
Cornbelt Nursery Company	19.39
Sonderegger Nurseries	45.52
F. H. Stannard & Company	248.91
C. A. Wohler	3.29
P. Ouwerkerk	173.65
Chase Brothers Company	338.38
H. M. Simpson	35.53
Carman Nursery Co.	6.74
Penn. Nursery Co.	163.53
Southern Nur. Co.	33.43
Thos. B. Meehan Co.	42.05
E. S. Welch	233.05
D. Hill Nursery Co.	222.88
Texas Nursery Co.	530.30
W. C. Reed	20.43
Princeton Nurseries	211.53
Chase Nursery Company	88.31
Neosho Nurseries	280.63
Augustine & Company	6.64
Bryant & Son	17.20
Denver Nursery Co.	700.00
Jewell Nursery Company	88.80
Onarga Nursery Company	215.16
J. L. Hillman	9.64
Graham Nursery Company	204.32
Kelsey Nursery Company	29.03
W. K. LaBar	26.44

FINANCIAL STATEMENT

Presented By Asst. Sec'y Chas. Sizemore—
To June 23, 1920

\$ 6746.07	Balance on hand July 1st, 1919
9153.32	Dues collected to date
985.15	Claim Collections to date
1294.27	Sundry Collections to date
10297.15	Market Development subscription last year collected to date
28475.96	Total Receipts to date
	Disbursements
\$10802.62	General Expense to date
9881.28	Market Development Expense to date
388.14	Sundry Expense to date
\$21072.04	Total expense to date
7403.92	Balance on hand to date
\$28475.96	

Expense Classified

Presidents Office—	
Stenographic help, postage, travel- ing, etc.	\$411.25
Legislation	220.40
Miscellaneous Expense	1785.10
Executive Secretary's Office—	
Salary for 10 months	5000.00
Expense of Office, Postage, Travel- ing Advertising, etc.	11063.16
Total	\$16063.16
Treasurer	50.00

Traffic Manager's Office—	
Salary for 12 months	1500.00
Expense of Office, Postage, Sup- plies, Traveling Account of Em- bargoes, Freight and Express hearings	1012.13
Total	\$2512.13
Less Credit of Claim Collections	985.15
Total Net Expense of Office	\$1526.98

PRESIDENT MOON'S ANNUAL ADDRESS

WHEN entering upon the duties of President of this Association I remarked that it would be gratifying to hear from members frequently during the year and doubt if ever a President has heard from you as often as correspondence has come to me. These letters have been encouraging and stimulating—most of them were intended to be—a very few were disagreeing in some particular with the activities of the Association, yet they were encouraging, too, for the members were interested, and without individual member interest an Association is on the down grade. With the interest displayed here, ours is not headed that way.

Another remark made upon assuming office was that my predecessor had set an example that I would do well to follow—and let me say right here that a great many times during the past year it was realized that the progress we are making is due in very considerable extent to Mr. J. R. Mayhew's efforts in heading us in this direction. We might not have had the initiative to engage a capable executive secretary to direct and manage the business of a great commercial organization like ours, if Mr. Mayhew had not prepared the way.

There have been so many contributing factors assisting in whatever measure of success and progress has been attained in my administration, that I can claim but very little credit personally. Principally has the administration been favored with an Executive Committee prompt in their attention to Association matters, and cordial in all their relations. All the Committees have been Committees that worked, and fortunate is that President whose Committees function.

The Horticultural Press generally; the Trade Press especially; and the two Nursery Trade Papers in particular; have supported us actively, and given space liberal-ly for Association topics.

These, then, are contributing factors in the progress made, and it would be ungrateful indeed, if there was not accorded them that full measure of acknowledgment and appreciation to which they are due or entitled.

The several committees, the Executive Secretary, and the Traffic Manager will make separate reports to you at this Convention. There are certain of my activities, as your representative, not covered by these reports of which you should be cognizant.

Nine times during the past year this Association has been recognized by my having been invited to address Horticultural meetings of varying importance, to tell those meetings about the American Association of Nurserymen, who compose it, why we are dependable, what we are doing, and how the Laws restraining and controlling us make nursery stock more difficult to get and higher in price. The meeting of the American Society of Landscape Architects in Boston was an occasion of especial note, as was also the banquet of the "Own Your Own Home" movement, and the meeting of the Garden Club of America, both held in New York City. Four times I have been to Washington upon Association business, and as your representative received a considerate and respectful hearing—once in August last it was primarily for Crop reports; twice during the winter for the so-called "Gould Bill" and recently to appear at a Senate hearing to endorse the establishment of a more adequate National Botanic Garden.

While Secretary Watson was in Kansas City the past winter, there was a hearing in Washington regarding the exclusion of all plants from Asiatic countries. This appeared of especial interest to Pacific Slope nurserymen. Our membership there was communicated with, and my assistance at the hearing tendered. It later developed that it was not necessary to be present, but these circumstances are mentioned to show that this Association affords facilities for nurserymen as far away as the Pacific Slope to have prompt, interested representation at the Nation's seat of Government,

from which centre much that affects us collectively emanates.

The New England Association asked our assistance with their difficulties over the Corn Borer Quarantine. Fortunately I could attend their meeting in Boston. On other occasions, when emergencies arose, I have been in long distance telephone communication with the Chairman of the Federal Horticultural Board, with the President of the New England Association, the Chairman of the Legislative Committee, and others.

There has been a very considerable amount of correspondence to which I have endeavored to attend promptly. Then, too, I have written a few articles on topics which were felt to be of general interest.

The opportunity which I have thus had of serving the industry may, in the sum total of accomplishment, be far short of what you have desired, but I have striven earnestly and diligently, insofar as time and ability permitted, in the promotion of Association interests everywhere.

The Outlook

It is general knowledge that nurserymen have had about as much business the past season as could be handled with available labor. Prices were higher than previously, mostly yielding a fair profit.

Plantings, due to labor shortage and other causes, have, in recent years, been reduced, until an insufficient supply in many lines now exists. These conditions, indicate that there should be no reduction in prices. In fact, the peak in plant prices has not been reached, even though it seems to be falling slowly in general merchandise lines.

If we can secure the reliable crop reports now, which are needed as a guide in determining our future plantings, the ruinous surpluses that follow scarcity and high prices can be avoided. The association should, to a good degree, control market conditions in the future.

Of course the public must be adequately supplied, but our capital is entitled to at least a clear net profit equal to the interest rate on a Government security, and this is more than some nurserymen have had in past years. A reasonable profit in the nursery business—considering the hazards of the industry, the restrictions and restraints of the laws, and the slowness of the turnover—should not be less than 20% per annum. Until such earnings are shown with a good degree of regularity, we can not hope to attract capital which now buys gilt-edged mortgages and Government securities yielding over 6%—with industrials a plenty, without quarter the hazards of our industry, declaring from 7% to 10% after paying handsome salaries to Executives and unprecedented wages to labor.

Nurserymen with equal ability receive far less than in other occupations. To those young men, for whom we are endeavoring to secure the assistance of a college training, the industry has not offered salaries that would justify them in such expensive preparation.

This Association may do much to improve our opportunity for securing a better profit and larger salaries from the business. Dependable crop reports, intelligently utilized, will help to stabilize production, and equalize distribution.

If the policy of the Association, to discourage the sale of nursery stock to consumers "at prices that do not adequately protect the retail nurserymen in their sales and distribution costs," becomes effective, the retail nurserymen will be prosperous, and without their prosperity the wholesale branch of the industry can not enjoy the volume or the profit from business which it should have, and which it does not have when it retails at wholesale prices. The retail nurserymen hold the clue to the situation, for if they demand to know the grower's policy, and then decline to purchase from the firm that doesn't protect them in sales and distribution costs, then the protection will be forthcoming.

Traffic or Freight Situation

The traffic situation has handicapped us all the past Spring, as indeed it has in recent years. This in its larger aspect, is the Nation's problem. Our Traffic Manager in

his report will enlighten us on the phases of the question most effecting us.

Success in securing preferential movement of our freight the past spring—through the efforts of Vice-President Stark and Traffic Manager Sizemore at mid-western terminals, and Mr. Watson's presentation of our situation at the office of the Inter-State Commerce Commission in Washington—is an instance of Association service worth the amount of his dues to any member. Volunteer Committees could not have done this work in April—we were too busy—but capable, salaried members of our organization were available at call, and we must continue such a staff for future emergencies.

Market Development

This Association took this movement over from the subscribers association, who had supported it prior to last year's Convention, upon a very definite contract in which the A. A. of N. is obligated to carry the work forward, and in consideration of which the subscribers association relinquishes pledges payable in five annual installments approximating \$50,000, and did pay into the treasury of the Association \$10,297.15.

A very capable committee, experienced in sales promotion work, has carried on the movement in fulfillment of the obligation of the Association to those subscribers. They realized at the outset that this sales campaign must, if it is to succeed, be built upon a trustworthy product, otherwise the effort and the expenditure would be in vain.

They knew that membership in the Association was supposed to be a symbol of reliability; they knew that references of all new applicants were investigated to make certain that the firms or individuals applying were reputable; they knew that Article No. 9 of our Constitution, made it a duty of every member of this Association "to report any character of dealing on the part of the Association members not in accord with established business ethics," and they had faith that our membership would do its duty; they knew that early in the present administration the President had received numerous complaints of new articles condemning nurserymen, and asking the Association's efforts in stopping the talk of "mowing-machine budded peach trees," which caused in one state at least, an official proclamation to be issued warning buyers to beware of nurserymen. There were other blanket indictments, of our industry and whether they are true or not, they lower the standard of integrity in which public opinion holds a nurseryman.

Out of this demand that something be done to "put us in right" with the public, and the well known fact that our Constitution makes this Association an uncongenial refuge for unscrupulous nurserymen, the Committee employed the Trade Mark to which, in fact, every one of us had all along asserted our products conformed, that is "Trustworthy Trees and Plants."

This Trade Mark in advertisements throughout the United States reaching six million people at an issue, makes membership in this Association a symbol of dependability to planters of trees, as it indeed always had been to members of the Trade. It has had the effect of quieting those careless indictments in the press, and there has arisen in only a few months, commendation for nurserymen, where before there was condemnation.

Buyers are asking agents if they represent firms that are members of the Association; inquiries are being received for a list of members that orders may be placed with Trustworthy firms. Itinerant dealers, with no capital to protect, and no reputation to maintain have always gotten dependable firms into illrepute. These men will feel the competition of reliable dealers. Wholesale growers can begin now to control their products through to the consumer, under the Association's Trademark.

This campaign is fraught with possibilities that make membership in the Association necessary to a nurseryman of reliability. It should enable members' products to sell for more on the open market, because of such an insurance of trustworthiness; it should raise permanently the tone and standing of the whole industry. But, gentlemen, just as the campaign is fraught with great possibilities, so is it fraught with great responsibilities. To advertise "Trust-

worthiness" is easy, to live up to it—that we may enjoy the reputation of doing business scrupulously, and the higher prices and consequent profits that come from such a reputation—requires, first, honest intentions; second, efficient executive control of our businesses; and third, the application of the Golden Rule in all those complaints and adjustments, that are an inevitable back-wash of business.

This Convention is being watched by State and Government officials; by the Agricultural press, and Horticulturists generally to see if we really are serious in this matter of making ours an Association of nurserymen which can be trusted for fair, honest dealing. From such a stand not one of us can retreat—not one of us wants to retreat—but all desire the accumulative advantages of such publicity, and must assume individually the responsibility of keeping our products to a standard which can be trusted. It must be realized, too, that repeated, deliberate, or malicious failure to do this on the part of any member, will weaken the success of the entire effort.

Legislation

Today nurserymen are obliged to operate under laws that threaten to destroy our inter-state Commerce; that put in jeopardy the capital invested in our business, and that place upon us legal requirements that add a heavy burden to operating costs. In fact, if our banks knew, as we do, that the presence of a few suspicious bugs on our plants, may, under the laws in some states, be reason enough for an official of that state to restrain us from shipping even pest free plants from our nurseries, we would not get the accommodations that some seasons are necessary.

We cannot give up our vigil upon Legislation—but we must have an open mind upon the subject. We must be reasonable. There is need for pest control in this country. Recognizing that, let us lend our assistance in framing that legislation under which we are to operate, and see at the same time that adequate protection is afforded to other horticultural and agricultural interests.

There will be presented for your consideration at this convention a number of planks, out of which it is hoped the A. A. of N. may construct with unanimity a legislative platform. Then we must go forth and use our influence and our efforts to have these planks built into the laws of our States, and our Nation. Some of them may have to be altered a little before they will fit; some may even have to be forced in; but let's get them in, as nearly the shape framed as we can.

Consider the strength this Association has when, as in the past winter, it goes before a Congress pledged to reduce expenditures and which did cut \$6,000,000 off the appropriation for the Department of Agriculture, and yet gets \$20,000 for a new item to help our industry.

Mr. Watson's speech in advocacy of the appropriation "for investigating in co-operation with States or privately owned nurseries, methods of propagating fruit trees, ornamentals, etc., for the purpose of providing American source of supply," was convincing, and ably presented. But it was not his speech—it was the fact that many of you had written Congressman Gould you wanted this appropriation—a number of you had written your own Congressman as well—and not one single nurseryman had written in opposition. That is an obstacle with which some former Committees have been confronted.

Later, when the item appeared on the floor of the House, Congressmen scrutinized it. Here was something new—\$20,000 among other things, to assist "privately owned nurseries?" The Congressmen could not explain the necessity for an appropriation for a technical work like this as well as a nurseryman might. Finally in their controversy Representative Chindblom, who represents some of our Illinois members, said, in effect, that he didn't know much about it, but every Congressman that had a nurseryman in his District, knew there was a demand for this item, and he was going to favor it.

Here was an example of co-operation—not a single member knifing your officers in the rear,—and while \$20,000 may be insufficient, it was a good deal to get for a new item from this Congress. If now we

may only continue to show this capacity for co-operation, our influence will modify the laws of this land, so that we may protect the capital invested in the nursery industry, obtain more with which to develop it, and enter upon the propagation of plants, confident that the markets for them will be open when the product is ready.

Know our strength and use it. Trustworthy nurserymen, if we make good the claim, will have the support of the Agricultural Press, a potent influence in any campaign. Will those papers allow our businesses to be shut up within a single state? Of course not, for what nurseryman would then advertise in a publication of National circulation?

Send out Trustworthy trees, and support the American Association, that the influence of our advertising will make us known, and give an access to every legislative hall. Gentlemen, unscrupulous practices on the part of some nurserymen have brought many of these obnoxious laws upon us; our tolerance of those practices has weakened our ability to oppose such laws; and strength for the future lies alone in our capacity for co-operation and fidelity living up to our standard of Trustworthy trees and plants.

Inventory Values of Nursery Stock

When ready for new avenues of service, this Association should seek to make the inventory of nursery stock the bankable asset that inventories in other businesses are. Banks and shareholders in nursery companies recognize the inventory value of our real estate. They know approximately whether we are right in the estimates we place on our horses, our hogs, and our grain. Yet even after tens of thousands of dollars have been invested in the growing stock that we have on hand, the inventory is of very little assistance in securing banking accommodations. Then, too, in these days of Income and Profit Taxes, the nurserymen require a very definite inventory that the gain or loss through this source may be known. Financial statements, showing substantial cash balances may be a source of generous taxes for our Government, until, with all propriety, we charge off the value of plants killed by winter conditions, or that are destroyed by pests, or denied a market by quarantines.

If our various formulae were submitted anonymously to the Association's office, a compilation of the practices now employed could be made. The Executive Secretary, with the assistance of an Auditor, could then, no doubt, prepare and submit to this Convention next year, a formula for arriving at inventory values.

Surely the very fact that our inventories were arrived at in accordance with a uniform and accepted method, would make them more convincing and valuable. We could do this much without crop reports, though a knowledge of supply and demand of any plant would be of great help in determining inventory values.

In Conclusion

Membership in this Association has always been necessary to broad-minded, progressive nurserymen, desiring to assist in improving and promoting the industry. In recent years it has rendered an increasing amount of definite, actual service, exclusively for members, that we could not dispense with. Now, in addition to all these other advantages, our National advertising makes membership the hall-mark of a Trustworthy Nurseryman.

Pioneer Orchard Co., Martinsburg, Va., capital stock \$130,000; incorporators: E. C. Henshaw, W. W. Trout, D. Harley, T. L. Dunn, A. B. Engle, Martinsburg.

BOOST YOUR SALES

THIS IS EASY with our landscape photo material. We have received word from Nursery companies that our views did very good the past season. The price for a trial of them is nominal. The chance for better sales is greatly increased. Sent to responsible parties for ten days approval.

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twenty-five to thirty-five years old as assistant to an Executive Officer in Nursery Company—Experience in buying and selling at wholesale will help. Chance for rapid advancement. Give references, experience and salary desired.

Address, R. N. this office.

WANTED—A man with green-house experience and

versed in the propagation of conifers. In writing state experience and give references. Wages \$100.00 per month, with board and lodging. Address

California Nursery Co., Niles, Calif.

POSITION WANTED MIDDLE-AGED MAN

who knows orchard and nursery business, salesmanship and publicity, with executive ability.

Can take charge or assist in any department

S. J., care of "American Nurseryman,"

Box 124, Rochester, N. Y.

WANTED

A man thoroughly conversant with the fruit and ornamental branch of the business, to take the position of sales and office manager of the California Nursery Company. Prefer to have a man with a field experience although this is not an essential factor. Nursery plant covers five hundred acres. Residence on grounds will be supplied rent free. Nursery adjoins town of Niles.

A good opportunity for the right man. Give references and state salary expected.

Address
GEORGE C. ROEDING, President and
Manager, California Nursery Co.,
Niles, California.

The Nursery-Manual

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HERE is the most exhaustive and up-to-date manual, covering all the most recent improvements in the care of nurseries and in the practice of plant propagation.

The NURSERY-MANUAL deals minutely with every phase of this important branch of agriculture.

An important and valuable feature of the NURSERY-MANUAL is the two-hundred page Nursery-List which constitutes almost one-half of the book. Here are found, in alphabetical arrangement, hundreds of plants listed by their common as well as the botanical names, with a description of the method of propagation to be followed in every instance. This list has been carefully brought up-to-date.

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Legislation Schedule

To the Members:

There has never been any public statement of the nurserymen's position regarding that legislation, which has, in recent years, come to direct and control our industry in many ways. Some of this legislation has been an advantage, while some of it has imposed obligations on us with which it is well nigh impossible to comply, and, at the same time, do a profitable business.

At the approaching convention in Chicago (June 23, 24, 25) it would be well to consider carefully a platform of legislative requirements, endorsed by the Association. Naturally such a platform must have the thoughtful study of nurserymen generally, and it is with that idea that the following suggested platform is submitted. It is a compilation of ideas expressed by many nurserymen, and brought together here for the consideration of the Association.

If such a platform is adopted, then it will serve as a guide to our officers in their legislative work; the membership will be cognizant of the position of the Association on these matters; and the Agricultural Press, and others who may be interested, may be reliably informed of the nurserymen's position.

The within tentative draft is therefore respectfully submitted for your consideration.

J. EDWARD MOON,
President of the American Association
of Nurserymen.
Morrisville, Pa., June 10th, 1920.

THE members of the American Association of Nurserymen realize the necessity as fully as any persons in the United States for preventive and remedial measures, under government direction, to control and arrest the spread of insect pests or plant diseases, capable of injury to the nation's agricultural and horticultural interests. As a group we have a fuller appreciation of the necessity of efficient, economic control of such pests in relation to horticulture than can any other; for in our industry of propagating and rearing young plant life, we can appreciate with fuller comprehension in the event of annihilation, the utter inability of replacing in any one generation our vast timber, orchard and landscape resources.

We appreciate, too, and acknowledge gratefully the indefatigable efforts of many capable entomologists and plant pathologists who have labored with an integrity of purpose to prevent or arrest the spread of pests or diseases, injurious to plant life.

As an Association and individually we do, however, protest against certain laws, both State and Federal, designed to protect plant life and the industries dependent upon it, but which in their execution, place greatly increased demands upon the nurserymen for production, while at the same time these laws have put in jeopardy the capital already invested in the nursery industry; have prevented the securing of sufficient additional capital with which to expand our business to meet existing demands upon it, and further they have stifled that fondness and enthusiasm for plant breeding and propagation that is necessary to develop anything requiring a decade or more to produce and market.

The American Association of Nurserymen propose the following articles as a general outline of requirements felt necessary for the safe-guarding and promotion of its industry, without conflicting with the protection and encouragement that may be requisite for other branches of Agriculture.

For the securing of these ends, it instructs its officers to use their efforts and the facilities of the Association, and members will individually assist as may be required, or as opportunity affords.

ARTICLE I

For the control of injurious insect pests and plant diseases, nurserymen advocate the policy of inspection of nursery stock, and plant products, by competent constituted authority, with certification permitting either intra-state or inter-state shipment when found free of infestation.

(a) The A. A. of N. should lend its support in securing appropriations sufficient to provide competent, adequate inspection of nursery stock, with certification that will permit freedom in inter-state shipments when found free of pests or disease.

ARTICLE II

Regular thorough spraying and clean tillage are advocated as further necessary measures in the control of pests or diseases, and we pledge ourselves to the accomplishment of these to the extent of our facilities.

ARTICLE III

That nurserymen view with alarm the employment, with increasing frequency, of the Quarantine as a measure for the control of pests or disease, and oppose it as ineffectual in its accomplishment and disastrous to our industry.

(a) The record of Quarantines restricting the shipment of nursery and horticultural products generally is not one of efficient control; for while commercial interests are thereby restrained; the passage of traffic, the flight of birds and the movement of other agencies through the quarantined area impossible of control, may disseminate pests.

(b) Quarantines are given wide public notice, principally by the governmental agencies imposing them, and thereby they bring into dispute, even the "pest-free" products of the Quarantined area, with consequent loss of sales and prestige and the shrinkage of realty values.

(c) Quarantines in their frequency are hampering now and threaten annihilation of inter-state commerce of nursery stock. Jealousy is felt to exist among states regarding these quarantines. Retaliatory quarantines appear to have been passed; train loads of fruit carrying infestations of injurious pests move constantly out of states that prevent entry therein of any nursery stock excepting under regulations that are tantamount to exclusion.

(d) Quarantines put in jeopardy, capital and labor engaged in the nursery industry. They make impossible the securing of additional capital, at a time when millions of dollars are needed to develop and expand the nursery industry to meet the orchard and landscape requirements of the nation. They discourage initiative in plant-breeding and the production of trees or shrubbery requiring a decade to rear and prepare for sale.

QUARANTINES FOR AN EMERGENCY AND REGULATIONS FELT NECESSARY TO BE COMPLIED WITH BEFORE ENFORCEMENT

That when inspection and other measures for pest control have in any instance been inefficient and an emergency arises that in the opinion of authorities requires the placement of a Quarantine; nurserymen urge that no such contemplated quarantine may be placed, until a public hearing has been held and evidence showing the necessity for such quarantine produced.

(a) At present the necessity for such quarantines at many hearings is presumed to exist. The public is expected to be cognizant of the facts. It would appear only just that the necessity be shown in the record of such hearings.

(b) No official or officials charged with control of insect pests or disease, should sit as commissioners at any such hearings or be empowered to declare Quarantines. But rather should the commission in the case of proposed Federal Quarantines be composed of three persons, two of whom shall be appointed by the Secretary of Agricul-

ture and one of whom shall be a Secretary of Agriculture for the state or one of the states within the area that is proposed to be quarantined. In the case of state quarantines such hearings might be presided over by the Secretary of Agriculture of the commonwealth in question.

(c) With proposed Federal Quarantines the Secretary of Agriculture should continue to have the power to declare such quarantine, upon receipt of the recommendations of the commissioners suggested in paragraph (b).

(d) In the case of State Quarantines, the Governor of the Commonwealth should declare their enforcement, when in receipt of the evidence and recommendations arising out of the hearing.

ARTICLE V

That whenever the Federal Government proposes a Quarantine the commission conducting the necessary hearing, preliminary thereto, shall sit for the purpose of hearing evidence and taking testimony at some convenient place, within the proposed Quarantine area.

(a) It has been the practice heretofore of Federal authorities to conduct all hearings in the City of Washington, thus handicapping greatly interested persons desiring to be heard when Quarantine measures are under consideration that affect a distant part of the U. S.

ARTICLE VI

That Quarantines shall be for no longer period than that in which the emergency exists. If a quarantine be enforced for one year or more, on the petition of the American Association of Nurserymen or other responsible organizations or people affected, a hearing shall be held as in the case of inaugurating, where necessity for continuance may be shown with equal opportunity to testify to the emergency having ceased, and in no event for a longer period than one year. If it should be felt necessary to continue the quarantine or to modify it, a hearing should be held as in the case of inaugurating it, to show necessity for its continuance or equal opportunity to testify to the emergency having ceased.

(a) Quarantines on the part of officials are by reason of their inability to control a pest or disease, by inspection and certification, or by preventive or remedial measures. And this inability ought not to exist for a longer period than one year, during which time other measures of control less destructive to commerce should be found.

PROPOSED LEGISLATION, ADVOCATED BY THE WESTERN PLANT QUARANTINE BOARD, REPRESENTING THE STATES OF CALIFORNIA, OREGON, WASHINGTON, ARIZONA, NEVADA, IDAHO, MONTANA, WYOMING, UTAH, NEW MEXICO AND COLORADO

ARTICLE VII

That freight cars be fumigated at destination and if no facilities are available for fumigation at small stations, then the car shall be returned to some central point and fumigated there.

As nurserymen are in the practice of shipping in bulk to one destination, and there reconsigning car with partial contents to another point, securing by this practice lower freight rates, this Association desires a fuller proof that such fumigation of car at destination is necessary for the control of insect pests or disease, before it can be expected to willingly acquiesce in such a measure.

(a) There would seem to be no safety secured by fumigation at destination that could not be better secured by careful inspection and certification in the nursery before shipment.

(b) The inevitable expense of the detention of cars, the fumigation and the longer haul to a fumigation station would all be

E. P. BERNARDIN

Parsons Wholesale Nurseries

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Correspondence solicited

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Have a few Standard and Dwarf Pear and Quince to offer.

SHADE TREES

Large stock of Sugar Maples, 2½ to 4 inches. Nice block of transplanted American Elm, 1½ to 3 inches.

Shrubs and Perennial Plants

General Assortment.

W. B. COLE, Painesville, Ohio.

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Every advertisement in this Trade Publication is an eloquent defiance to the enemies of a republic and the principles of democracy. It is a standing declaration of the power and determination of the business men of this country that the progress and prosperity of its people shall not be defeated.

Special for Fall

Cornus Elegantissima, 2-3 and 3-4 ft. Also Shrubs and Herbaceous Plants in good assortment.

T. R. NORMAN, Painesville, Ohio

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"Bay State Quality"

Largest assortment in New England. Evergreen and deciduous trees. Sturdy, choice stock that can be depended upon. Send for Trade List.

THE BAY STATE NURSERIES

PEACH SEED
ALL VARIETIES
Write, THOMAS R. HAMAN
1614 E. Oliver St. BALTIMORE, MD.

Finest of Shrubs. Hardy native and hybrid Rhodo dendrons — transplanted and acclimated. Strong field-grown Perennials in great variety.

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SCARFF'S NURSERY HEADQUARTERS FOR
SMALL FRUIT PLANTS

1200 Acres. "At it 25 Years!"

We offer for spring, 1920, a good assortment of following stock, and will be pleased to submit prices on your want list.

Strawberries, Raspberries, Blackberries, Dewberries, Iris, Privet, Spires, Asparagus, Hardwood Cuttings, Rhubarb, Horseradish, Volga Poplar

See wholesale list before placing your order

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For Trade Publicity in
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Many of the leading firms already have booked with us for their stock.

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THE ELM CITY NURSERY CO.
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Tenn. Mtn. Peach Pits

Write for particulars

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A recent subscriber to our Credit and Information List says:

"Think it the best money we have ever spent."

For full particulars write

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Special Offer of 5000 Norway Maples

Fine, heavily branched Straight trunks

Height	6 in. Above ground	10	100
8-10 "	1½ inch	10.00	100.00
10-12 "	1½ to 2 inch	15.00	150.00
12-14 "	2 to 3 inch	25.00	250.00
14-16 "	3 to 4 inch	60.00	600.00

THE D. HILL NURSERY CO.
Box 402 DUNDEE, Illinois

"North Carolina Mountain Natural Peach Seed."

We have some seed from last year's crop and can make prompt shipment. Write for prices. We are expecting this season about a half crop. Sample and prices on request.

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added to the freight charges and consequent cost of nursery stock to the planter.

ARTICLE VIII

That the proposal to secure a bill in the several states represented at this conference, to require that the expense of inspection, be paid by either consignor or consignee of a shipment of nursery stock, is strongly opposed by the American Association of Nurserymen.

(a) As pest control is administered for the public good it should be paid for by public funds.

(b) The poor planter, just about to establish an orchard should not be discouraged by the expense of a requirement that makes him pay for the protection of the prosperous orchardist already established with a revenue producing property. It would appear just as reasonable to require a few unfortunate smallpox patients to bear the burden of the Health Board.

(c) The expense of inspection, whether paid by the nurserymen or his customer, would have to be added into the gross cost of the purchase of nursery stock and would serve as a deterrent to make would-be planters, thus retarding greatly the planting of orchards and the general adornment of home grounds, both of which are a requisite in our present day civilization.

ARTICLE IX

The contemplated effort for the passage of a bill requiring inspection at a central depot will place such handicaps upon the nursery business, that the possibility of supplying "Trustworthy Trees and Shrubs" will be entirely beyond the control of any nurserymen, and we oppose the proposition strenuously, believing it would bring disaster upon the industry.

(a) This proposed measure would of course facilitate inspection from the entomologists or plant pathologists view point, but appears to have been suggested without consideration for the requirements of a plant's life in process of transplanting.

(b) Nursery products should be gotten quickly as possible from the nursery to the place of planting. This assembling of such shipments at a central depot for inspection will inevitably delay plants in transit, to their injury.

(c) Should shipment be unpacked at such central depots for inspection of fumigation, the shipper loses all control over his products and cannot be responsible for claims, for poor packing on arrival at destination, for shortage, damage or even truthfulness to name.

(d) Is there any safety that a central station affords, which inspection of the plant in the nursery during the growing season, and certification in case of its freedom from pests, doesn't afford?

COMPENSATION FOR NURSERY STOCK

DESTROYED

ARTICLE X

That laws shall be sought, providing compensation to nurserymen, orchardists, timber-owners and others, when their trees or plants of value are condemned to destruction by officials, in an effort to arrest the spread of insect or diseases, subject to provisions of which the following are suggested:

(a) That the owner of such trees or shrubbery shall have evidenced his appreciation of their value to him by maintaining the generally accepted treatment or culture, required to keep such plants in health. No owner should be expected to receive compensation for trees and plants, that he has neglected and which in consequence are a menace to the health and vigor of all surrounding plant life, because of their susceptibility to infestation by insect pests or disease. It may even be found advisable to enact in every state, laws similar to those now had in some, which compel attention to neglected orchards on lands within one-half mile of any nursery in order to avoid

an existing menace in proximity to nursery products awaiting dissemination.

(b) That compensation should be arrived at by appraisal, adequate to reimburse the grower for the money expended upon the plants up until the time of their destruction and with regard also for the probable income from them in the event of their being allowed to grow into a more productive age. Yet it is advocated that the award of damages, should not be as much as would lend encouragement to a willful person, to permit infestation in order to secure condemnation and consequent compensation.

(c) Laws similar to the ones urged in this article, are now in effect in most states to secure the capital invested in animal industry—i. e.—compensation for the condemnation of cattle affected with tuberculosis or "foot and mouth disease." Plant industry should have similar protection.

ARTICLE XI
Until such time as compensation may be secured, it is suggested that nurserymen may with propriety claim deductions upon their Income and Profit Tax Returns, for the amount of all losses sustained from insect pests or diseases in any year. Pest-free stock denied a market because of Quarantines, might with equal propriety, it would seem, be charged off in our reports under the heading entitled "Obsolescence."

CROP REPORTS

ARTICLE XII

Crop estimates reported at least annually that will show with reasonable accuracy, how many trees or shrubs of different species or varieties in certain ages or sizes are being grown in any one county, state or group of states, are felt by nurserymen to be of incalculable value.

(a) This information will give the knowledge requisite to govern wisely our propagation and young plantings. It should after it has been in operation a few years, stabilize supply so that ruinous surpluses and especially disastrous shortages, can to great extent be avoided.

(b) Such data will enable nurserymen to move stock that is surplus in one region toward an area of shortage, prior to opening of the general shipping season and distribution as well as propagation will thus tend to stabilization.

(c) In the event that nursery stock shall continue to be admitted in the U. S. by permit only, then crop estimates become a vital necessity, if such permits are to be issued wisely, for a knowledge of approximately how many plants of a variety there are already in the U. S. their size and location, will assist officials in recognizing a threatened shortage, in time to honor nurserymen's requests for permits to import, before an exhaustion occurs.

(d) The requisite upon which to base such crop estimates can probably best be secured by questionnaires sent out by the Bureau of Crop estimates, to nurserymen everywhere. The supplying of the information would be voluntary on the nurseryman's part, and the final reports later available to everyone would not reveal the names of any individual nursery, but rather the aggregate quantity of the varieties and sizes reported upon, that are under cultivation in the different states or counties.

ARTICLE XIII

To secure the valuable knowledge that such Crop Estimates will provide, we therefore reaffirm our action of one year ago, and instruct our officers to continue efforts to secure an appropriation from Congress that will enable this service to be undertaken by the Bureau of Crop Reports of the Department of Agriculture.

ARTICLE XIV

Further, we pledge ourselves to make such estimates as nearly accurate as possible, by providing promptly and voluntarily the information that shall be asked for with as great accuracy as is possible, and that we will also urge on nurserymen not members

of the Association, their compliance with the request of the Government when it shall be made, in order that the annual census of trees and shrubs in the nurseries of the U. S. may when available be of dependable assistance to the Nursery Industry.

APPROPRIATION TO ASSIST NURSERYMEN AND OTHERS TO CARRY ON EXPERIMENTS FOR THE PRODUCTION OF FRUIT AND OTHER STOCKS

ARTICLE XV

The securement of an appropriation for \$20,000 from the 66th Congress for investigating in co-operation with states or privately owned nurseries, methods of propagating fruit trees, ornamental and other plants, the study of stocks used in propagating such plants and methods of growing stocks, for the purpose of providing American sources of stocks, cuttings, or other propagating materials, is acknowledged. It is felt that nurserymen co-operating with the Department of Agriculture can now secure much needed assistance in their experimental efforts to grow new stock or that which was not heretofore commonly and readily grown.

The Department will, however, have to ask Congress another year for an appropriation to continue this work; therefore, be it Resolved, that the Association shall assist the Department in securing an appropriation, by joining in the appeal to Congress for necessary financial support to carry this service on.

SOUTHERN NURSERYMEN

ARTICLE XVI

The action of the Southern Association of Nurserymen is endeavoring to secure a uniform law for the South Atlantic group of states and to secure a modification of the laws now existing in certain states, compelling a numbered tag on each and every individual order, also on each individual bale or box; also a copy of each order on day of shipment is inflicting double and unnecessary work, especially on the retail nurserymen. The American Association of Nurserymen will co-operate in assisting to secure these modifications.

(a) The number of varieties of plants suspected as hosts of injurious pests is inconsiderable, so why compel the entire Southern tier of states to be governed by a law made in some states primarily to control the Citrus Canker.

(b) Would not adequate inspection and certification to which policy the American Association of Nurserymen subscribes, be capable of securing all the safety, which expensive enumeration of names and tags would provide?

PUBLICITY TO DISCOURAGE HOME PLANTING OF FRUITS

ARTICLE XVII

There has been observed during recent years a tendency on the part of some state officials and the press, to discourage by publicity, as conspicuously observed in the St. Louis Globe-Democrat, an effort to discourage the planting of fruit trees for one's domestic use, alleging that such small plantations are apt to be improperly cared for or even neglected, and that they tend to encourage the spread of pests. That they yield insufficiently of inferior fruit and in consequence fruit should only be grown by those engaged commercially in its production.

We believe such efforts to confine the planting of fruit trees to commercial interests to be undemocratic in its denial to the family of the luxury of luscious, fresh fruit, produced upon the home grounds. Further, it is our belief after observation that the

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We still have a nice lot of

SPIREA VAN HOUTTE

Selling fast. Cover your needs by wire collect.
Also a good assortment of



**SHADE TREES
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Especially nice lot of Irish and English Juniper.
Need Any LONICERA FRAGRANTISSIMA?
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Sold out on Pear, Plum and Cherry

Have limited number of Peach and Apple
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WRITE FOR PRICES

Grafted Hardy Northern Pecans

Seedling Pecans

TO THE TRADE ONLY

A general assortment of Nursery Stock for
delivery Fall 1920 or Spring 1921.

We also have some fine blocks of Peach
Seedlings, a portion of which we offer to bud
on contract for delivery fall 1921.

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National Journal of Commercial Horticulture

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fruit trees of the average lot owner or on the farmstead, are quite as apt to be sprayed and otherwise cared for as are those in the commercial orchard. We pledge our efforts to oppose propaganda or influences that discourage such plantings of fruits and acknowledge gratefully an editorial encouraging the planting for home consumption by Dr. Liberty H. Bailey in the Bulletin of the American Pomological Society, Vol. 1, No. 1.

NATIONAL BOTANIC GARDEN

ARTICLE XVIII

The action of this Association taken at its convention in 1917, pledging its efforts for the securing of a national Botanic Garden at Washington, D. C., or for a chain of such gardens throughout the country for the promotion and dissemination of horticultural knowledge is reaffirmed, and our officers instructed to bring the Association's influence promptly to bear in the action now pending before Congress for the establishment of one such National Botanic Garden in or near the District of Columbia.

STATE OR MUNICIPAL NURSERIES

ARTICLE XIX

There would appear to be no more reason for a government entering upon the production of nursery stock for its own consumption or for the encouragement of planting for forestation or other purposes by individuals or corporations, than for it to produce other commodities for its needs or to disseminate them in order to promote the use of the commodity.

(a) Tax paying nurseries are thereby denied markets, which the community or state that receives the taxes use to establish their own nurseries with.

(b) The dissemination of trees grown in state or municipal nurseries, might be endured without objection by the industry, if the plants from such nurseries were used exclusively on publicly owned land. The practice, however, is to sell cheaply or even to donate, under mild restrictions, the trees for planting on privately owned properties. Trees available for wide dissemination under such favored terms are an instrument in the hands of officials for the establishment of prestige, that should not be possible in the public service.

(c) The argument that the state or city by the establishment of such nurseries gets its trees at cost is true, but valid only if that cost is less than trees of similar character can be purchased for on the open market.

(d) There are nurseries growing in large quantities and of high quality trees suited for the purposes that state and municipal trees are usually grown for, so that a supply is available and a greater quantity soon would be if the industry did not have these public nurseries to succumb to.

Committee on President's Address

Your Committee on the President's address beg to report as follows: We wish particularly to commend the President for his painstaking efforts during the period of his incumbency in keeping in so close touch as it is quite apparent he has done with the various horticultural interests throughout the United States.

It is quite evident from the introductory remarks in his address that he has carefully followed out the policy of his predecessor and has used his best endeavors in promoting to the best of his ability the great interests as represented by this Association.

It is gratifying to know that there has been such close co-operation between him and the Executive Committee. It frequently happens that in an organization like this that the President is shouldered with all the responsibilities during the interim between the annual meetings of the Association, thus burdening him with cares and giving him duties to perform, in many instances making it impossible for him to carry out the views of the Organization when he does not happen to have an execu-

tive committee giving him active support in carrying out the purposes of this Association. We feel that we will be doing an injustice to him should we fail at this time to acknowledge the very able reports made by the other committees at this session of our organization.

We wish particularly to commend the president for his effort in keeping the Association in the public eye by making addresses to the Society of Landscape Architects, to Garden Clubs and to other Horticultural Organizations, outlining to them the landscape purposes for which this Association stands.

It is quite apparent that he has been ably assisted by the secretary in preventing legislation which would be detrimental to this Association in appearing before our governmental officials explaining fully the position of this Association and opposing measures which might affect to serious disadvantage the conduct of our business.

We desire to call particular attention to his recommendations under the heading of "The Outlook" that the members of our Association should become imbued with the ideals which will place them in a position to derive greater profits from their business, and thus develop it to a point that the nursery business should be placed in among the horticultural interests of the United States. There should be a better understanding between the wholesalers and retailers. This can readily be brought about by conferences at the Association meetings. This spirit should be encouraged at all times.

The traffic and freight situation has a very important bearing on the advancement of the business. It is very gratifying to observe that this matter is well in hand and the interests of the Association are being carefully looked after by the paid officials of this Association.

In the matter of market development, it is quite evident that it is to the decided advantage of the Association to have this directed by the Association rather than by another organization. Market development and advertising are unquestionably two important factors which should not be lost sight of at this time. We wish to take this opportunity of commanding the President for having so ably called attention to these two important matters which we would regard at this time as having a very important bearing on the life of this Association and the part it is going to play in the horticultural world.

It is apparent that the Vigilance Committee fully appreciates what its duties are and is ready at all times to take up any matters which may be referred to it by the members of this Association.

In the matter of legislation, we beg leave to quote the following from the President's address:

"We cannot give up our vigil upon legislation, but we must have an open mind upon the subject. We must be reasonable. There is need for pest control in this country."

If there is any business which is suffering from adverse legislation and is being held in check on account of very conflicting quarantine laws, it is safe to say that the nursery business has an outstanding pre-eminence in this respect. It is important to the members of this Association that they appreciate fully their position and that they give every support in their power to the officers of this organization in their efforts to have the horticultural quarantine laws modified and have many of the restrictions so detrimental to their business removed. This is not going to be accomplished by measures having a tendency toward vilification but rather by closer cooperation by the official having the quarantine regulations under their direction.

The successful effort in securing \$20,000 appropriation for the purpose of carrying on a co-operative movement in investigation work with privately owned nurseries, ably illustrates some of the things that this Association can accomplish if it will only put its shoulder to the wheel and drive the wheel in the right direction.

In the matter of inventory values of nursery stock, we wish to say that the President is to be particularly commended in making this recommendation, for it is quite evident that few of the members appreciate the important bearing that a careful

observation of this matter has in connection with reports made to bankers and also in relation to the income tax which faces us regularly every year, and because of its many ramifications and the frequent changes which are made by the governmental officials in its application keeps our minds in a constant state of uneasiness as to what is going to happen next.

When the President says in his concluding remarks that this Association is necessary to broadminded progressive nurserymen, he is hitting the nail on the head. It is the duty of those very men to make this Association occupy the position in a parental way to all the State and District Associations in the United States and have them clearly understand that the National Organization should stand out as a leader in all forwarding movements beneficial to the trade.

All of which is respectfully submitted by your Committee, George C. Roeding, chairman, James Pitkin, M. Wyman.

Association Banquet

Puruant to the suggestion by the American Nurseryman that American Association members dine together on the eve of the Convention, a banquet was held in the convention hall on the night before the opening session. The hall was filled and a flashlight photograph of the assembly showed a lively scene. President Moon presided. The speakers were Dr. Frederic S. Coville, Washington, D. C.; P. S. Lovejoy, Ann Arbor, Mich., of the Country Gentleman staff; David Mosessohn, organizer of the National Dress Manufacturers' Association; Secretary Watson; Mr. Tuthill and Mr. Rockwell, New York City and Chairman Paul C. Lindley of the vigilance committee of the A. A. N.

Mr. Lovejoy remarked that it was hardly fair to light upon a modest author who had essayed to do a little muck raking. "The author's line of business is just as fair and straight as is any other line of business," said Mr. Lovejoy, paraphrasing a familiar reply in the Nursery investigations. He cited in detail an imaginary trip on which he encountered an amateur planter who grew a cornstalk to such a height that remarkable things resulted. Mr. Lovejoy after listening patiently remarked: "Al, you've missed your calling. You ought to write Nursery catalogues." Al said: "I've got no imagination."

Mr. Lovejoy said he thought that the Nursery Industry was in wrong with the planting public to a dangerous degree. "I've made statements which have been contradicted here and in my mail and in the trade journals. I offer in rebuttal the restrictive legislation which grows apace. It exists not by accident, by malice or lack of appreciation and sympathy. Committees of your organization have arisen to brag of legislation at this and that capital which has been suppressed; yet I do not think that legislation was malicious, nor was much of it ill-judged. Where does it come from and why? What other industry is subjected to so wide an extent in state and federal halls to restrictive legislation?"

"One does not buy a box of soap and expect its value to increase 1000 fold. But the relation between the Nurseryman and his customer is different. The value must be waited for. An importance attaches to Nursery stock which is not found in other goods. You have two jobs. First, to stick together long and hard to determine the just from the incompetent Nurseryman; second, to show the planter what good stock is and how to use it. It is a big job. In both instances there must be a common medium of exchange which hourly grows more important—the press, the printed word." Mr. Lovejoy argued that it was of the highest importance that Nurserymen follow up closely the steps taken recently to remedy conditions; that in no other way could confidence be restored.

Mr. Mosessohn spoke briefly along the line on which he addressed the convention the next day. Secretary Watson told his "Amen" story which brought the house down.

When writing to advertisers just mention American Nurseryman.

Mr. Lovejoy's Observations

Under the heading "By Their Fruits Shall Ye Know Them" and the sub-title "The Nursery Association Is Pledged to Set Its House in Order," P. S. Lovejoy has an article in the *Country Gentleman* of June 19th which is a sequel to his article of last September, referred to at length in these columns. Reproducing the Trade Mark of the American Association of Nurserymen, Mr. Lovejoy says:

Of all those who prey on farmers we are not sure but that the crooked nurseryman is the worst. He hides his crookedness in the years it takes to bring a tree to bearing; and if its fruit then discloses a fraud all his gaudy guarantees are practically worthless, for neither the refund of the purchase price nor the replacement of the trees will compensate the farmer for his loss of time, work and money.

The national association of nurserymen, whose members are entitled to send out their goods bearing the registered trademark reproduced above, is pledged to expel any member who does not live up to his promises or who commits a fraud, and it has a vigilance committee for conducting its investigations and receiving complaints. The trade-mark idea is new and the determination to clean house thoroughly is fairly new. It takes courage to enforce such a rule.

As things have been the planter has labored under serious handicap; he has had no simple and sure way of telling the incompetent and scalawag from the square and competent nursery firm. So this promise of a thorough house cleaning is a big step in the right direction. If vigorously carried out—and officers of the A. A. N. have indulged in some plain talk on the necessity for it—it could make such a trade-mark the buyer's safe guarantee of getting honest, true-to-name stock.

Referring to his previous article Mr. Lovejoy says in the June issue article:

The article and the editorial rather shocked a good many nurserymen. They wrote letters of protest. They accused me of writing fiction rather than fact, and, after the form used by nurserymen in such cases, they repeated their old formula: "There are just as many square men in the nursery trade as in any other trade."

As if anybody had claimed there were not! As if that made any difference to the planter! What the planter wants and is going to get is a simple and sure way to tell the incompetent and scalawag from the square and competent nursery firm. As things have been he could not do that, and everyone has known it, the nurserymen best of all, of course. The proof of it is the mass of legislation which has piled up about the nursery business.

Among the letters of protest were a few exceptions. Here and there a nurseryman took the trouble to write in saying that I had rung the bell—and to do it again—for the sake of the nurseryman as well as in the interest of the planter.

Mr. Lovejoy's article is well worth reading in its entirety by the Nurserymen of America. It has been read by many of them. Copies of the June 19th issue of the *Country Gentleman* were distributed from the secretary's office at the A. A. N. convention in Chicago last month and on the floor of the convention, Mr. Lovejoy's article was declared to be worth more to the Nursery Trade than could be named or estimated. The concluding paragraphs of Mr. Lovejoy's article tally so closely with what has been said during the last few years in the *American Nurseryman* that we quote them, in support of our arguments repeatedly stated in these columns:

"And now comes the latest step, an association trade-mark—Trustworthy Trees and Plants—and a specific commitment in print, which, while it might well go further, is at least notably in advance of anything which has preceded it: 'Buying from any member of this association, you have the association's assurance of satisfaction back of your

purchase. . . . Membership in the association is strictly restricted to firms whose standards come up to association measure.'

"That's something more than a vague promise: it's a contract.

"Will they make it stick, this new standard and code in the nursery trade? Will the members stand steady through the days of skepticism on the part of the often-fooled purchasers of nursery products? Will they stay with it and fight the back-burners which will be set and which are being set by the old-timers of the 'gang' that President Mayhew referred to? Those old-timers will not dare to vote openly against the measures proposed by the forward-looking crowd, but they will continue, for a while, to sit with fingers crossed; and they will knock. They are knocking. 'Foolish,' they are saying, 'to think that the planter will pay any attention to your pretty little plans. The most red ink and the slickest-talking agent and the lowest prices—that's the only way you can sell nursery stock'—says the gang.

"Will the next convention find the vigilance committee prepared and frank and unafraid, or will it report that for the present it has seemed best to work quietly for the general betterment of the trade?

"If the vigilance committee comes onto the platform with its gloves off and names the moral slackers among the brethren, will the convention unite in putting the boots to the recalcitrant members, or will it be inclined to palliate and excuse and gently sidetrack the whole affair by reducing the membership fees, thus stopping the machinery which is just beginning to function?

"The way it works out will depend, in the long run, on just one thing. If the people who buy the nurserymen's products are really tired of the old ways and are really anxious for a change, and if they decide that the housecleaning in the American Association of Nurserymen is real, made in good faith, calculated to do the job and keep it done, then the nurseryman who is not a member of the association will have something to explain.

"What the nurseryman's customers think about the good faith and the competence of the clean-up in the nursery trade will be influenced largely by what happens at the June convention of the A. A. N."

Plant Propagators

Members of the American Plant Propagators Association held their annual meeting in Chicago last month at the same time as the A. A. N. convention, President A. H. Hill presiding. Various topics relating to propagation of trees and plants were discussed. Theo. Borst presented the plan which was afterward endorsed by the A. A. N., for a division or bureau of Nursery service in the U. S. Dept. of Agriculture. It was suggested that the head of this bureau might also very properly be the Nurserymen's representative on the Federal Board of Horticulture. It was thought that a Nurseryman should head the new Division of Nursery Service.

J. A. Young strongly urged co-operation with the U. S. Dept. of Agriculture.

Mr. Borst referred to the injustice caused by the operations of state nurseries. This subject was later acted upon by the A. A. N.

E. M. Sherman, A. M. Augustine and Theo Borst named as a committee on resolutions. The officers of the Association were re-elected. The dues were fixed at \$5 per year. Plans for increasing the membership were made.

Forester H. A. Spangler, of Hammersley Fork, Clinton county, Pa., who is in charge of the Kettle creek state forest, is planting 35,000 young trees in the vicinity of Beaver run dam. He started this work on May 4, but is making slow progress on account of the scarcity of labor.

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Plant Quarantine

A meeting of the horticulturists and others interested in plans for the modification of Plant Quarantine No. 37, was held at New York, June 15, the session being called to order by T. A. Havemeyer, of Glen Head. J. Horace McFarland, Harrisburg, Pa., was appointed chairman and Wm. P. Rich, secretary of the Massachusetts Horticultural Society, Boston, acted as secretary. The programme included a number of addresses and papers by E. R. Burridge, Boston, Mass.; Judge Hoitt, Nashua, N. H.; F. W. Kelsey, New York; John E. Lager, Summit, N. J.; F. R. Pierson, Tarrytown, N. Y.; J. K. M. L. Farquhar, Boston, Mass.; Richard Vincent, Jr., White Marsh, Md., and S. S. Pennock and J. C. Wister, Philadelphia, Pa.

An executive committee was appointed which will confer and report back to a general committee, which will in turn take up the work with the various horticultural organizations of the United States. The executive committee includes the following: J. Horace McFarland, Wm. P. Rich, E. P. Burridge, Mrs. Francis King, Alma Mich.; E. C. Vick, New York, J. C. Wister and Frederick Cranefield, president of the Wisconsin State Horticultural Society, Madison.

In addition to the above named, the following were in attendance: Wm. Endicott, president of the Massachusetts Horticultural Society, and Thomas Roland, Boston, Mass.; F. L. Atkins, Julius Roehrs and Edward Roehrs, Rutherford, N. J.; George L. Stillman, Westerly, R. I.; Joseph A. Manda, West Orange, N. J.; Leonard H. Vaughan, Chicago; George Baldwin and James Stewart, Mamaroneck, N. Y.; M. C. Ebel, Madison, N. J.; J. H. Flesser, North Bergen, N. J.; Leonard Barron, Garden City, N. Y.; A. T. DeLaMare, A. F. Faulkner, E. A. Hartland, A. L. Miller, F. P. Newbold, J. H. Pepper, John Scheepers, Max Schling and W. H. Siebrecht, Jr., New York.

Fruit Tree Stock Experiments—We are pleased to note that the good work being done at Malling College does not stand alone, but that the American Department of Agriculture is also doing a lot of research and trial work. This is not so much on the lines on which our authorities are proceeding, but is mainly in the direction of procuring new stocks which are harder, more disease-resistant, and more encouraging to fertility than the old ones now in use.—Hort'l Advt., England.

Hundreds of fruit growers of Northwest Arkansas and Southwest Missouri attended an orchard meeting at Rogers, Ark., Thursday, June 17, under the auspices of D. E. Eicher, horticultural agent for the Frisco, and J. R. Cooper of the Arkansas horticultural experiment station at Fayetteville.

State Horticulturist S. W. Moore, Columbus, O., said last month: "It is going to be a record year for fruits of all kinds, and with the present high price of sugar, fruit is certain to sell cheaper than it has for years, if in fact much of it will go to waste because of the expense in canning it."

Fig and Peach Merger—One hundred and fifty agents of the California Peach Growers, Inc., began in May the signing of renewal contracts with 6500 growers of California figs to receive, pack peaches and also entering into agreement with owners of 10,000 acres and market the fig crops of 1921-22-23 and 24, with options to 1928.

"This movement to perpetuate the California Peach Growers for four years more with options including 1928, and to add to the present activity of the company the fig production of California is one of the biggest things attempted in many a day—it will form an association nearly as large as any and will approach the California Associated Raisin Company in size." This was the statement of J. F. Niswander, vice-president and general manager of the California Peach Growers, Inc., in announcing the plans for the 60-day campaign.

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the best value to the advertiser as well.
I don't think there is any argument
about the soundness of this view.—H.
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